

The NATIONAL UNDERWRITER



from the Bettmann Archive

Fire syringe constructed by Bosson, French engineer, about 1578. The cylinder was filled with water and then stopped with a plug. Hand operated turn-screw forced piston forward to squirt water—as from a water pistol.

In those early days of fire fighting anything was worth trying. About the only way to avoid the sad consequence of a bad fire was to avoid the fire in the first place.

Today's fast changing conditions, however, require constant vigilance and careful review of all coverages. Only insurance in the 1945 manner will do today.

The National Fire Group and its fieldmen work closely and helpfully with agents in placing sound, adequate, correct coverage.

The National Fire Group

NATIONAL FIRE INSURANCE COMPANY OF HARTFORD
MECHANICS and TRADERS INSURANCE COMPANY

FRANKLIN NATIONAL INSURANCE COMPANY OF NEW YORK
TRANSCONTINENTAL INSURANCE COMPANY

UNITED NATIONAL INDEMNITY COMPANY
EXECUTIVE AND ADMINISTRATIVE OFFICE, HARTFORD 15, CONN.

WESTERN DEPARTMENT
175 W. JACKSON BLVD., CHICAGO 4, ILL.



PACIFIC DEPARTMENT
234 BUSH STREET, SAN FRANCISCO 20, CAL.

MEMBER THE ASSOCIATED AVIATION UNDERWRITERS

THURSDAY, JUNE 21, 1945



WAR LOAN

IT ALL ADDS UP!

It takes seven letters to spell Victory. It has taken seven War Loans to put us well along the road to Victory.

To win the final battles still requires heavy commitments of war materials — millions of fighting men.

Your dollars loaned to your country in this 7th War Loan will be Victory dollars. They are needed to help finish off the war and when the last Jap gun is silenced your dollars will be needed to care for the wounded and disabled and to help our valorous veterans get started again in civilian life.

Buy as you never did before.

Buy EXTRA Bonds of the 7th War Loan

Buy them and KEEP them.



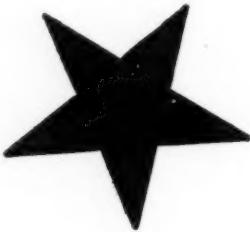
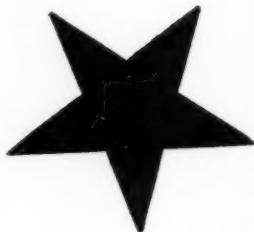
THE AMERICA FORE INSURANCE AND INDEMNITY GROUP

THE CONTINENTAL INSURANCE CO. • THE FIDELITY AND CASUALTY CO. OF N. Y.
THE FIDELITY-PHENIX FIRE INSURANCE CO. • AMERICAN EAGLE FIRE INSURANCE CO.
NIAGARA FIRE INS. CO. • FIRST AMERICAN FIRE INS. CO. • MARYLAND FIRE INS. CO.

Bernard M. Culver, President

Frank A. Christensen, Vice-President

This 7th War Loan advertisement is appearing in national magazines during the month of June



Need FTC Type Laws in States, E. C. Stone Declares

Must Empower Commis- sioner to Investigate. Issue Cease-Desist Orders

Unless the federal trade commission is to exercise authority in the insurance field after Jan. 1, 1948, each state must enact a law giving its insurance commissioner powers at the state level comparable to those possessed by federal trade commission, according to E. C. Stone, U. S. manager of Employers Liability, who addressed the meeting of the South Carolina Association of Insurance Agents at Columbia. Under public law 15, which is the federal insurance act, the federal trade commission act after Jan. 1, 1948, will apply to the insurance business "to the extent that such business is not regulated by state law," the speaker pointed out. FTC may investigate any alleged unfair practices or methods; it is not bound by what has been declared to be unfair, but it may exercise its own common sense in the broadest way to deal with any unfair practice, and this it may do on its own initiative or as the result of complaint. Accordingly, if it is desired to erect barriers against FTC intrusion in any state, the insurance commissioner of that state must be given power which the FTC now possesses.

The commissioner must be empowered on his initiative or as a result of complaint, to investigate any alleged unfair practice, and deal with by cease and desist order, Mr. Stone declared. The fact that public law 15 says "to the extent" that the insurance business is not regulated by state law has to be kept uppermost in mind. The question arises how far it is necessary to go by state law. Is just a bit of regulation enough, or must it be complete, effective and affirmative? Perhaps any kind of regulation would fit the situation of "to the extent" that such business is not regulated by state law, but public law 15 may be at any time amended or repealed. It may be that Congress itself will be the judge of whether the states have gone far enough in their regulations.

Advice to Insurance People

Insurance interests must always consider whether what they suggest in the way of state regulation is in the public interest, whether it goes far enough, whether it gives that complete safety and protection to the public which ought to be given. If Congress concludes that the state regulation does not go that far, public law 15 may be amended or repealed and the whole matter, perhaps, taken over by the federal government.

As to state rate regulation statutes, Mr. Stone suggested that the laws provide that companies are to charge rates that are fair, reasonable, adequate and non-discriminatory. The law, he declared, might not even call for individual companies to make filings; that if two or more companies desire to get together in rating organizations, such bureaus would be licensed and the insurance commissioner would be given full power of visitation as respects such companies, and also under a "baby" FTC act

(CONTINUED ON PAGE 12)

New Manufacturing U. & O. Form Likely Are 4% Higher

Will Ellis Comments on Other Possibilities of Future in Talk

A business interruption form for manufacturing risks is likely to be adopted, Will S. Ellis, assistant manager of Royal at Chicago, said in his talk on "Use and Occupancy" at the Illinois Fire Underwriters annual meeting in Chicago. There has been a considerable demand for such a form for a long time, Mr. Ellis commented.

Mr. Ellis said he had no information as to when or if the priorities assumption clause will be eliminated. However, the general belief is that it may come through reasonably soon and likely will be removable by an endorsement which can be attached to existing policies.

There has been a great deal of talk about a premium adjustment endorsement on use and occupancy, which would be comparable to converting U. & O. into a reporting form, he added, but those in the business have been working on something of this sort since 1928 and have not found the answer yet. The prospects are not much better now.

Cutbacks will mean reduced earnings, which in turn will mean reduced use and occupancy values, Mr. Ellis said. Agents should do everything possible to avoid complete cancellation of the U. & O. coverage. If the reduced coverage is left in force through the period of low activity accompanying reconversion, it should be then checked every two or three months, Mr. Ellis recommended. It is believed that reconversion will not take more than that time in most plants.

Effect of Taxes

Taxes undoubtedly have been assisting in the sales of all forms of insurance, he said. As a whole, taxes are not likely to be reduced for a long time, but dividends may be removed from the excess profits tax. If so, he suggested, it is reasonable to expect that all buying will tighten. However, increased owner profits should be protected because that is what the owners have been waiting for.

Mr. Ellis based much of his talk on the things which are most asked about U. & O. Agents and brokers have a good understanding of the intent of the coverage, he said. Approximately 80% of their questions are asked for the purpose of clearing up some fine point which can nearly always be answered by reading the form or the rules. Approximately 80% of customer calls are for the sole purpose of determining the proper amount of insurance, he said.

Mr. Ellis analyzed the work sheets. He said if there is any question in the agent's mind, an adjuster should be asked about it, and if there is any doubt, he should see that the policy is endorsed to take care of the matter.

He uttered several warnings in connection with the writing of U. & O. Never estimate the rate or premium until after the work sheet is completed, he said. Experience has proved that if the rate is estimated, the customer will apply it to an insufficient amount of cover and he will become annoyed when that amount is pushed up. Or, he will apply it to too large an amount and dismiss the coverage as too expensive. Either way, the agent may lose the order.

If an auditor prepares the work sheet, he should warn that the cost of materials consumed is not "cost of sales." The cost of sales includes some labor.

May Fire Losses Are 4% Higher

Estimated fire losses in the United States in May were \$34,153,000, an increase of \$1,338,000 or 4% over losses in May, 1944, according to the National Board. The total was higher than for any similar month since May, 1932, when losses totalled \$39,270,000.

For the first five months of 1945 losses exceeded those of the parallel period last year by 8.6%. The three year record:

| | 1943 | 1944 | 1945 |
|-------|---------------|---------------|---------------|
| Jan. | \$ 27,732,000 | \$ 38,572,000 | \$ 44,865,000 |
| Feb. | 33,175,000 | 38,280,000 | 41,457,000 |
| March | 39,214,000 | 39,084,000 | 40,876,000 |
| April | 34,241,000 | 34,746,000 | 37,950,000 |
| May | 29,297,000 | 32,815,000 | 34,153,000 |
| Tot. | \$163,660,000 | \$183,497,000 | \$199,301,000 |

Earl Godwin Takes Stowe's Place for National Board

Earl Godwin, veteran Washington newspaper man and commentator, will broadcast a weekly series on news events under the sponsorship of the National Board, starting July 19.

Mr. Godwin will be heard each Thursday night from 8:15 to 8:30 p.m. EWT (repeated for the far west at 11:15 p.m., EWT), over the coast-to-coast facilities of the Blue Network. He succeeds Leland Stowe, who completes the 52d program of his series July 14.

Mr. Godwin has been a newspaper man 29 years and has twice served as president of the White House Correspondents Association. Currently he is president of the Radio Correspondents Galleries of Congress.

Mr. Godwin, who is called "The Dean of the Capital's Newscasters," already has a substantial Thursday night audience.

Because of the new and improved time of the broadcasts, an increased opportunity is afforded local boards and individual agents for local newspaper, poster and radio tie-ins. The National Board has prepared newspaper mats and posters suitable for such local tie-in. They are available on request.

U. S. Chamber Activities

WASHINGTON—Walter W. Head, president of General American Life, has been appointed a member of the U. S. Chamber of Commerce committee on basic statistics of business activities.

There will be no meeting of the U. S. Chamber insurance committee before some time in July or August, it is understood, although there had been some belief that the committee would meet ahead of the chamber's directors meeting June 29-30.

The organization of the new chamber's new committee on insurance for the year has not yet been announced.

He should be warned also that ordinary payroll is not all payroll.

The agent should always investigate the period in which the stock is in process, Mr. Ellis said. He should always warn that finished stock is not covered. He should use the market value clause under property insurance to cover earnings on finished stock.

Mr. Ellis recommended that the double rate be quoted for the priorities assumption, and then that it be explained with the understanding that when the priority situation eases the clause can always be removed and the rate reduced accordingly.

Never use the work sheet that enumerates all expense items because it only gives rise to arguments about such items as are likely to discontinue, whereas the coinsurance clause applies to all expenses whether they continue or not, he recommended.

Imaginative Work Today Will Pay Off in Ocean Marine

Export Trade May Be Latent in Undreamed Of Places

Marine insurance people are on the qui vive these days, as they feel that a new day and new era is about to descend in the field of ocean marine underwriting. They are watching for the signal that may set in motion huge foreign trade. Agents and company people are keeping in close touch with potential exporters so as to be on the spot at the right moment. There is a great deal of "buzzing" going on, as one marine underwriter expresses it.

The underwriters, agents and brokers are somewhat nervous in laying the ground work for insuring postwar cargoes because it is difficult to apprehend what the import-export pattern is to be. It is not merely a matter of cementing relationships with houses that were important exporters prior to the war, because it is anticipated that in the new era many concerns will enter the export field that never had any thought of doing so and probably today may not realize that a foreign market may be the one that will want their products. For instance, certain war contractors may find that there is little or no domestic demand for their particular output but that in some far off land a use may be seen for what they have been making, and they will find themselves to be exporters.

Hence, marine underwriters are urging agents to think in terms of foreign trade and to keep in mind the export potentialities of their customers. It may even be that an agent with imagination will be the one to suggest a foreign outlet to one of his customers. The situation is fluid. There are magnificent opportunities that may be latent in some out-of-the-way place, and this is the time for the agents to study the situation of their customers in the light of their possible expansion into foreign fields. This is the day in which to make contacts and establish understandings that will pay off. It will not be a case merely of old established exporters getting back into their stride again with the insurance handled by their regular brokers.

Propose Federal-State Law Interim Study in Mass.

BOSTON—The Massachusetts legislature's insurance committee has decided not to act on rate and other legislation to bring the state's laws in line with federal requirements, and instead has filed a house order asking that the committee be authorized to sit as a recess commission during the coming year to make a study of bills now under consideration and those which may be filed next year.

The order asks for \$20,000 in expenses. The order is now in ways and means committee where it is expected the allowance will be lowered.

A surplus of plants and machinery will mean that extra expense insurance can satisfactorily replace U. & O. in many cases after reconversion, Mr. Ellis commented.

Actual Cash Value Not Limited by OPA Ceiling, Court Holds

General Exchange
Appeals from U. S. Judge's
Decision on Burned Car

The OPA ceiling price does not determine the actual cash value of an automobile in settling a claim, the federal district court for the northern district of Texas, Dallas division, has held in *Tierney vs. General Exchange*. General Exchange is appealing from the decision.

The case does not involve the legal right of an insurer to exceed ceiling prices in settling a loss, as OPA regulations specifically state that insurance settlements are not subject to ceiling prices. The question is whether an OPA ceiling price, by fixing the maximum price at which a car can be sold, establishes the market price and hence determines the actual cash value. Many insurers have taken this view in settling claims.

Cost \$1,384 Above Ceiling

The General Exchange case involves a Cadillac purchased in May, 1944, for \$3,384 and insured with General Exchange against fire. About two months later, on July 10, 1944, the OPA promulgated its ceilings. On Aug. 15, 1944, the Cadillac, while still in excellent condition, was destroyed by fire. The OPA ceiling price for such a car was \$1,600 "as is" or \$2,000 with warranty. General Exchange contended that the insured could not recover more than the ceiling price.

In his opinion, Judge Atwell said that the question is, Did the fixing of the ceiling price by OPA "for one who deals in, or sells used automobiles," fix the value of the car?

"We must bear in mind that the war powers act was for the purpose of curbing, lessening and preventing inflation, so far as legislation could or can accomplish that end," the opinion continues. "In order to make regulations under it legally effective, it was necessary that it should be sufficiently specific to cover the transactions at which they were aimed. The particular schedules pertinent to this study concern the 'sale,' or 'delivery' of used cars.

Can't Be Classed as "Sale"

"There is no apparent reasonable stretch of the regulations which would cover an 'adjustment for insurance' losses. In truth there is a phrase in the regulations which excepts such efforts from the regulation. Nor is there anything in the act or regulation which compels the owner of property to dispose of it. The owner who has paid for an automobile and who does not see fit to 'sell' that automobile or to 'deal' in it, ought not to be classified as a 'seller' or a 'dealer' if and when he seeks pay from an insurance company which has collected a premium from him and agreed to pay him for the fire loss of his property. Such an event does not classify him as either a 'seller' or a 'dealer.' He has not been identified in any of the regulations under the act and seems to have been excepted from their operation."

Since both parties had agreed that if OPA ceiling did not apply judgment should be for the plaintiff for the full amount, the judge ordered General Exchange to pay that amount, \$3,384.

General Exchange is appealing on two main points. First, while the opinion

(CONTINUED ON PAGE 16)

Oklahoma Tax Decision Stirs Up Action in Ohio

COLUMBUS, O.—Convinced that the U. S. Supreme Court's opinion in the Oklahoma tax case has no bearing on the situation in Ohio, state officials intend to push, if at all possible, the 2% premium tax equalization bill pending in the house. Governor Lausche has again urged its passage.

The bill is now in the rules committee but no date has been set for a vote. To speed action on final enactment a 2 1/4% bill has been introduced in the senate. It is the same as the house bill except that it contains the 2 1/4% tax rate originally called for in the house bill, the change being made when it was reported out. The legislature now plans to recess June 28 and adjourn on July 19.

Hearing on Senate Bill

The Lipscher-Jackson tax bill, a duplicate of the house Cantwell bill, was given a hearing before the Ohio senate committee on insurance Tuesday morning and another session of the committee will be held Thursday. Superintendent Dressel spoke at length in behalf of the bill.

The bill omits a section of the law which requires that foreign fire companies shall advertise in each county in which they operate a notice of compliance. This omission has been attacked by the newspapers. It was stated that one advertising agency, which places the advertisements of only 10 companies, makes a commission of \$2,400 a year.

AETNA FIRE SUIT IN MASS.

BOSTON—Aetna Fire has filed a premium tax suit against Massachusetts in the state supreme court. Aetna Fire contends the state is discriminating against out-of-state companies by assessing a 2% tax on them while setting a 1% levy only on domestic companies.

Henry F. Long, state tax commissioner, at a legislative hearing argued that to protect the state the 2% tax equalization bill should be passed. Spokesmen for several domestic companies claimed there is much evidence indicating the tax law will not be found invalid. The increased tax would cost domestic companies an additional \$300,000 annually, it was claimed.

NEW INDIANA SUIT

INDIANAPOLIS—A premium tax recovery suit for \$36,286 has been filed against the state by National Life & Accident in the superior court here.

Whitner New S.E.U.A. Head

Casper S. Whitner of Hartford Fire was elected president of the Southeastern Underwriters Association at the abbreviated annual meeting at Atlanta. Esmond Ewing, Travelers Fire, is vice-president and Lloyd T. Wheeler is manager-secretary. The only business transacted was the election of officers. The nominations had been bulletined to members earlier.

Baker Joins N. W. Ayer & Son

BOSTON—Raymond C. Baker has resigned as executive vice-president and secretary-treasurer of the Mutual Fire Insurance Association of New England to become associated with the public relations department of N. W. Ayer & Son, New York, advertising agency. He has handled public and agency relations, advertising and legislative matters for the association, and assisted in obtaining enactment of legislation in Massa-

Erickson Is Acquitted in North Dakota

Oscar E. Erickson, North Dakota insurance commissioner, was acquitted by the state senate, sitting as a court of impeachment, on charges of "crimes, corrupt conduct, malfeasance, and misdemeanors in office." The vote on the first charge in the 10 articles of impeachment voted by the house of representatives was 29 to 20. It would have required a two-thirds vote of the senate's 48 members in order to convict.

The No. 1 charge claimed that the purchase of a \$200,000 hail reinsurance policy from London Lloyds in 1943 for \$124,992 was illegal because it was without legislative authorization. The second part of the charge alleged that Erickson aided in obtaining illegally a service fee of \$8,500 on this policy. The other of the specifications alleged kickbacks from insurance agents.

Hannaford-O'Brien Merges with M. & M.

Hannaford-O'Brien, Inc., St. Paul agency, has been consolidated with Marsh & McLennan, Inc. The consolidation, which does not affect the personnel of Hannaford-O'Brien, brings to St. Paul a new insurance agency-brokerage firm which is already well known to Minnesota. Marsh & McLennan have maintained branch offices at Minneapolis and Duluth for many years.

Julie M. Hannaford and William J. O'Brien have since 1932 built an agency of impressive proportions. They will become resident vice-presidents of M. & M.

This move completes a project planned by the late D. R. McLennan, who was born in Duluth and always had been intensely interested in Minnesota. Charles W. Seabury, successor to Mr. McLennan as chairman of the board, was aided in carrying out the plan by Laurence S. Kennedy of New York, president of M. & M. Mr. Kennedy is a native of St. Paul.

All of M. & M.'s nation-wide facilities will be available to concerns whose insurance is handled by the new St. Paul office.

A native of St. Paul, Mr. Hannaford has spent all of his business life in that city. He is a graduate of Yale and came from the manufacturing and jobbing business to insurance in 1932. He is past president of the Association of Insurance Agents in St. Paul and at present is a member of the executive committee. He is a trustee and officer of many civic organizations.

Mr. O'Brien was also born in St. Paul and his early schooling took place at the St. Paul Academy and the St. James Military Academy. He had divided his business life between St. Paul and the lumber business in Florida prior to his association with Mr. Hannaford.

Massachusetts, New Hampshire and Maine which made it possible for mutuals to issue non-assessable policies. He joined the association Feb. 1, 1940. Mr. Baker was active in the Boston Advertising Club, was past president of the Boston Trade Association Executives and former deputy director of the protection division of the Massachusetts committee on public safety.

McLarry Is New Texas Association President

Change in N.A.I.A.

Budget Set-up Is Proposed
at Dallas Parley

DALLAS—Richard H. McLarry, Dallas, was elected president of the Texas Association of Insurance Agents at the one-day wartime business session here. Mr. McLarry is a past president of the

Dallas association and in that capacity was the host to the N.A.I.A.'s 1936 convention. He has served on several committees of the N.A.I.A. Will Keller, Palestine, chairman of the rates and forms committee of the Texas association, was elected vice-president. New directors elected include Harry Delaney, Lubbock, and Louis Stevenson, President-elect McLarry appointed Robert R. Smith, El Paso, to fill out the unexpired term of the late Alden Evans, Fort Worth.

Ask N.A.I.A. Change

The entire legislative committee with Fred S. Nagle, Jr., Austin, as chairman, was reelected and that committee hereafter will serve two-year terms concurrent with the terms of the members of the Texas legislature.

The N.A.I.A. will be asked by the Texas association to present to the national membership a proposal for amending the N.A.I.A. constitution so that the



RICHARD H. MCARRY

national board of state directors shall approve an annual budget covering the operating expenses of the N.A.I.A. and shall adopt a plan for allocating to each state association its part of the annual operating expenses to be fixed and certified for payment by the executive committee. A resolution was adopted to this effect. Buck B. Grever, retiring Texas president, submitted such a proposal to the national board of state directors at the New York meeting in March and as a result of the Texas ac-

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June 21, 1945

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National Women Held Strenuous Work Sessions

Mrs. Fern Harrington Anderson of St. Paul is the New President

At the meeting of the officers and directors of the National Association of Insurance Women in Chicago this week, Mrs. Fern Harrington Anderson of St. Paul was elected president. She has been chairman of the finance and budget committee. Mrs. Anderson is connected with the Hannaford-O'Brien Agency, which it has been announced this week has been consolidated with Marsh & McLennan. Bertha Rachofsky of Denver was chosen first vice-president. Florence McCaskie of the New York Board was elected second vice-president. Corresponding secretary is Maida Pitblad of Minneapolis. Irene Brinkley of Tulsa is the new recording secretary. Helen Stombs of Rock Island is the new treasurer.

The directors are Hilda Rogers, Milwaukee; Dellie Schniedau, New Orleans; Antonelle Oster, Los Angeles (re-elected); Grace Lods, Akron, O.; Willie Hood White, Charlotte, N.C., and Mrs. Ada V. Doyle of Caldwell, N.J., the retiring president.

Mrs. Doyle is retiring from office with the knowledge that her administration has been highly successful and constructive. She has given much time and energy to the work.

There were only two members of the official staff absent at this meeting. Eva Brower of Portland, Ore., recording secretary, was not able to get transportation. Marjorie Hull of Syracuse, N.Y., was just recovering from an operation.

Visiting Women Very Busy

The visiting women were busy all the time. They were entertained at various functions but the hard grinding work was in the conference room at the Stevens Hotel which started Monday morning and lasted until Thursday. There were many details to be decided on and many issues had to be freely discussed.

The Insurance Distaff Executives Association of Chicago was the local host and took full charge of the entertainment. Mrs. Kathleen Belcher is the retiring president and had much to do with the handling of various features. Miss Sadie Hoffman of the Underwriters Laboratories is the new president and took a prominent part. Mrs. Lillian L. Herring was general chairman of the committee on arrangements. The local women received high praise for their very efficient work.

Visitors Arrived Sunday

Most of the officers and directors of the National association arrived Sunday morning. Mrs. Doyle, the president, due to important business that held her at home, was not able to arrive until Sunday afternoon but she did attend the president's reception at Edgewater Beach Hotel. This was in charge of Miss Hoffman of Underwriters Laboratories. She extended greetings and introduced the visitors and

(CONTINUED ON PAGE 14)

Chart Bank-Agent Auto Plan at N.Y. Meeting

The future course of the bank-agent auto plan was charted and the signal given to proceed without delay at a two-day meeting of the financed accounts sub-committee of the National Association of Insurance Agents held in New York.

The draft of the National association's manual on the plan was approved. The committee discussed several methods for distributing the manual to members and will submit the recommended procedure to the full committee for approval. The group concurred on making the manual available to companies, banks and non-members at a nominal charge to be determined later. The manual soon will go to press and it is anticipated will be distributed within six weeks.

Adopt Trade Mark

Realizing the importance of having a common insignia behind which the promotional efforts of agents, banks and companies can be mobilized, a trade mark developed by the Insurance Advertising Conference was adopted. Upon completion of several recommended mechanical refinements, the trade mark will be registered. Permission for use will be granted to all participating interests.

During the two-day session the committee met with several company officials to coordinate promotional activities. Plans for organizing the program on a nation wide basis were reviewed and the introductory phase agreed upon. The I. A. C. consented to establish a clearing house for all company promotional material and company officials present agreed to instruct their field personnel to work with local agent groups in organization of local programs.

A.B.A. Manual Helpful

The committee also conferred with Louis J. Asterita, secretary of the consumer credit committee of the American Bankers Association, to review its direct financing manual. It was unanimously agreed that the A.B.A. manual will constitute a substantial contribution toward success of the bank-agent auto plan.

Among those attending were T. R. Miller, Florence, S. C., E. S. Philips, Wilmington, and P. J. Woodcome, Fitchburg, Mass., members of the financed accounts committee; President W. Ray Thomas of the N. A. I. A.; Averell Broughton, N. A. I. A. public relations counsel, C. J. Schoen, Mt. Vernon, N.Y.; C. G. Hallowell, R. E. Brown and Morris O'Brien, Aetna Casualty; W. C. Vanderbilt, Hartford Fire; E. R. Voorhis, A. K. Carlin and R. W. Smiley, Royal-Liverpool group; H. G. Helm, Glens Falls, members of the special committee of the I. A. C. and Judge B. Miller, George DuR. Fairleigh and J. C. Mayer of the National association staff.

Arthur Jordan Is Featured

The St. Louis Insured Members' Conference of Associated Industries of Missouri, at its last meeting until fall, will hear a talk June 26 by Arthur A. Jordan, vice-president Lawton-Byrne-Bruner agency. This is the annual meeting and election of officers.

O. E. Aleshire, former president of Modern Woodmen and former Chicago local agent, has left for Helena, Mont., with Mrs. Aleshire to be with his daughter and three grandchildren for two months. Mr. Aleshire has been very largely confined to his quarters at Chicago for the past four months with illness and is able to make the trip west only with considerable physical difficulty.

Agree Deviation Applies to Minimum Premium

NEW YORK—The New York department's hearing on whether deviation percentage should apply to minimum premiums elicited no disagreement with the department's position that minimum premiums are a part of the rate and are subject to the deviation percentage. Rating organization representatives and company executives testified to the fairness of this requirement. Even J. J. O'Neill, vice-president of Utica Fire, who had originally raised the question which caused Superintendent Dineen to call the hearing, said he had no objection to the requirement if it applied to all deviating carriers equally. Mr. O'Neill did not amplify his statement sufficiently to make clear the issues involved. However, inquiries after the hearing threw more light on what the shooting was all about.

About a year and a half ago Utica Fire and four other cooperatives pulled out of the Underwriters Rating Board at Albany, which is the cooperatives' rating organization in New York state. The five cooperatives became subscribers to the National Automobile Underwriters Association and wrote at a 20% deviation for fire, theft and comprehensive and a 10% deviation for collision.

These placed them on the same rate basis as the 12 members of the Underwriters Rating Board.

Minimum Dropped to \$5

However, when the N. A. U. A. changed its rates as of Feb. 1, 1945, and reduced the comprehensive minimum premium from \$6 to \$5 in New York state the five cooperatives wanted to continue their deviations but not have the percentages apply to the comprehensive minimum premium of \$5, since this would cut their minimum comprehensive premium to \$4. Unless they could do this they would not be on the same basis as their competitors in the Underwriters Rating Board.

What that organization does is to buy the N. A. U. A. manual, as it has done for a number of years, and file rates which are 20% under N. A. U. A. rates on fire, theft and comprehensive except that the minimum premium is now \$5, the same as the N. A. U. A. manual. The board is under no obligation to make its minimum premium less than the N. A. U. A. manual, for it files as a rating organization and not as a deviating carrier.

Choice Is Pointed Out

The non-board cooperatives, faced with the New York department's attitude that any deviation must apply to minimum premiums, had the choice of writing comprehensive at a \$4 minimum premium or giving up their deviation and writing at standard rates.

They chose the latter course but questioned the correctness of the department's view that the minimum premium is part of the rate and should be subject to whatever percentage deviation applies to other rates for the line.

Apparently these cooperatives were influenced by the fact that because of the way the great majority of cars are of such an age that they take the minimum premium. Hence these insurers were faced a \$4 minimum premium on the one hand, which they considered an undesirable low amount, or losing the competitive advantage of the 20% deviation on the larger risks.

W. D. Hall, actuary of the N. A. U. A., detailed the reasons for making the minimum premium subject to the percentage deviation. He pointed out that on the smaller policies which, without the minimum premium, would be charged less than that amount, the percentage of the minimum premium needed to pay losses is a smaller percentage than on larger risks. Hence the per-

Texas President for Ending Public Relations Program

N.A.I.A. Project to Be Effective Would Be Too Costly: Greever

DALLAS—A properly conducted public relations program is so costly as to be beyond the reach of the National Association of Insurance Agents and it "is just one of those good things our National association must forego," B. B. Greever of Wichita Falls asserted in his presidential message at the annual meeting of the Texas Association of Insurance Agents here.

At the New York meeting of the N. A. I. A. in March, he said, the board was about evenly divided as to the advisability of continuing the public relations program after present contracts expire. Many directors, he declared, believe \$100,000 a year is not sufficient to make any perceptible impression on the public, and that if the fund is increased and made a budget item, as some have proposed, the national dues will become so burdensome as to be prohibitive.

Balance Is \$177,000

The balance in the public relations fund on March 1 was \$177,000. Of that \$25,000 has been earmarked for national advertising. The salary and expenses of Oscar West, Washington manager, are paid out of the public relations fund as are those of Averell Broughton, public relations director, and his staff.

Although Mr. Greever expressed the belief the program would have to be given up, he declared it is advisable to continue the N.A.I.A. representative at Washington.

Mr. Greever observed that it was just about a year ago that the new Texas standard fire policy was officially adopted. One of its advantages is the fact that it has been studied closely by agents and company men, and they are more familiar with the contract than ever before.

New Texas Rating Laws

The president reported the part that the Texas agents association had taken in the negotiations leading to the enactment of new rating laws in Texas. A subcommittee dealt with this matter. It took the position that it would be wiser to postpone enactment of such laws so as to give the business time to adjust itself normally to the new federal situation. However, the insurance commissioners and company people took the position that rating legislation should be enacted at this time. The agents' group cooperated but stood firm on the point that there was not to be anything in the bills that would provide for regulation of commissions either directly or indirectly. In the final preparation of these bills, Cruger Smith of Dallas represented the association and devoted much time to the task.

He recalled that at the Milwaukee N.A.I.A. meeting last fall he reiterated the Texas association's opposition to the N.A.I.A. adopting a model agents licensing law. "While those of us who opposed this action," he said, "were not able entirely to kill it, before it was finally adopted, we were successful in having it so modified as to make its use by our enemies less effective than it otherwise would have been."

Percentage of the premium available for expenses is correspondingly larger.

(CONTINUED ON PAGE 12)



Ada V. Doyle

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knowledge that her administration has been highly successful and constructive. She has given much time and energy to the work.

There were only two members of the official staff absent at this meeting. Eva Brower of Portland, Ore., recording secretary, was not able to get transportation. Marjorie Hull of Syracuse, N.Y., was just recovering from an operation.

Clarify Offer of Uniform State Laws Group

Steering Body at Chicago Considers Matter of Cooperation on Insurance

The executive committee of the National Conference of Commissioners on Uniform State Laws, during the course of a three-day meeting at Chicago, considered the developments in connection with its offer to assist the National Association of Insurance Commissioners in their program to develop uniform state legislation in relation to rates, taxes, etc., to square with the federal structure.

The offer was extended to the N.A.I.C. executive committee in May by Sidney Clifford of the law firm of Sherwood & Clifford of Providence, who does a good deal of insurance legal work. Consideration was given to the matter by the N.A.I.C. executive committee at the recent St. Paul convention and C. C. Fraizer, outgoing insurance director of Nebraska, as chairman of the N.A.I.C. laws and legislation committee, sent a message to Mr. Clifford. Mr. Fraizer said that the offer was welcomed by the insurance commissioners but he was rather non-committal.

The National Conference of Commissioners on Uniform State Laws is composed of from three to five representatives from each state. The members are designated by the state governors. Their principal interest is in drafting legislation in cooperation with various organizations and interests. They are talented draftsmen and they tackle a great volume of work.

During the discussion at the St. Paul meeting it was obvious that many insurance commissioners were not intimately familiar with the uniform state laws group and were not certain as to the scope of that organization. Superintendent Dineen of New York said that he understood that the conference, at least so far as insurance legislation was concerned, would simply stand ready to assist in getting votes in the various legislatures for a bill or bills that the commissioners might espouse. Harrington of Massachusetts on the other hand said that it was his understanding that the conference people desired to participate in the drafting of legislation.

Not Primarily Lobbyists

Although Mr. Clifford has no preception as to exactly what form the proffered cooperation of his group should take, he did make it clear in discussing the matter with THE NATIONAL UNDERWRITER at Chicago that his organization is by no means primarily a lobbying group. Giving aid to the passage of legislation is not ruled out but the usual procedure is for the conference on uniform state laws to perfect legislation, commonly in collaboration with those in the field affected and then, under a cooperative agreement, the Council of State Governments at the University of Chicago takes charge and seeks to bring about enactment.

Mr. Clifford said that his organization would not concern itself with the principles involved in insurance legislation if the offer to cooperate is accepted, but that the offer would contemplate representatives of the uniform state laws group sitting with the commissioners and with the industry people if the latter were to be included in the conferences or in the deliberations, listening to the discussions and finally putting

Reduce Provisional Premiums on Form A Seasonal Risks

The deposit premium for reporting form A, single state and interstate, when written on seasonal risks, is being reduced from 50% of the premium figured on the sum of the limits of liability at the different locations to 30% of this sum. This change has just been made in Ohio and is now in force in a number of other middle western states and it is expected to be made in eastern and southeastern states.

The Interstate Underwriters Board recommended this change. Interstate form A, for smaller risks, unlike form No. 1, follows the rules of the states in which the risk is located. On risks other than seasonal, the old deposit premium requirement of 75% of the premium based on the limits of liability remains. In most states, form A was authorized for seasonal risks a few years ago, replacing the now generally obsolete form B. The old deposit premium for form B was 50% and this was applied to form A when used on seasonal risks until the latest change.

Eugene Gallagher Is Joining Planet Head Office

COLUMBUS—Eugene Gallagher, assistant manager of the Ohio Inspection Bureau, is joining Planet at its Detroit head office, it became known here today.

Gets L. A. Harbor Coverage

LOS ANGELES—Whitney & Baird has been awarded the contract for the insurance in connection with pilotage of vessels in and out of Los Angeles Harbor by the Los Angeles board of harbor commissioners.

On the basis of \$4 for each pilotage engagement, the insurance is \$500,000 for each protection and indemnity risk.

Initial premium of \$10,000 has been authorized upon delivery and acceptance of the policy.

into legislative language the decisions as to principle that the insurance commissioners would make. He seemed to feel that although industry groups have proposed certain model legislation, the insurance commissioners themselves would want to be the ones to originate legislation and the uniform state laws people could act as their technical legislative advisers.

Not Seeking to Intrude

In view of the fact that Mr. Fraizer's letter was somewhat non-committal, the uniform state laws group at the Chicago meeting was not in a position to proceed further.

Both Mr. Clifford and J. C. Pryor of Burlington, Ia., president of the conference, emphasized that they are by no means seeking to intrude in the insurance situation. They pointed out that their work is done at the state level, that they cooperate with the Council of State Governments which also operates at the state level. The uniform state laws group members are appointed by the state governors, and it simply occurred to them that they might be of service to another group of state officials, the insurance commissioners, in the great problem of the day.

It is understood that the Council of State Governments may undertake a study of the insurance situation. A meeting of its executive committee is to be held shortly at Chicago and a decision may be reached at that time. Several states have asked the Council of State Governments for material and suggestions regarding insurance legislation, and it may be that a committee will be set up to make a thorough study of the whole problem with a research man assigned to the task.

Propose National Body of Auto Claims Executives

NEW YORK—Steps looking toward the formation of a national association of automobile claims executives were taken at the June meeting of the Automobile Claims Association here. The matter was put in the hands of the board of directors for study and the board will report at its convenience, probably at the September or October meeting. There are similar associations in several other cities.

A number of borderline cases under the comprehensive and collision coverages were discussed. One case involved a claim under the comprehensive policy for damage to a motor that ran out with oil because the oil drain plug had been knocked off as the car proceeded along a very high crowned road. The general feeling was that this would be a proper claim under a collision policy but not under comprehensive.

Another case was that of a Montana car struck by rocks rolling down hill in an avalanche. Because of the difficulty of determining which rocks had struck the car and which rocks the car had run into the claim was paid under the comprehensive coverage. The point was brought out that in the ordinary case of a car hitting an obstruction and doing minor damage which because of being unrepairs results in extensive damage it makes a difference whether the insured is aware that the original breakage has occurred. However, it was agreed that it would be extremely difficult to try to prove whether the insured knew that the damage had occurred.

R. M. Huyler, America Fore, chairman of the trade relations committee, reported on what is being done looking toward a renewal of the relationship with automobile dealers that was formerly in effect for the benefit of all concerned in the handling of repairs on insured cars.

F. E. Sammons, president of Hanover, retired as an active member and was elected to honorary membership. He was a charter member of the association. R. C. Williams, general adjuster of Hanover, was elected to membership.

Thomas P. Finegan of National Union Fire was appointed chairman of the committee on public relations.

Big Storm at Indianapolis

Local insurance offices in Indianapolis are flooded with wind damage claims, resulting from a very severe wind of almost tornado intensity last Saturday afternoon. Severe damage was reported from all parts of the city with attending high water. In many streets parked cars were damaged by falling trees and in one or two instances houses were seriously damaged, one being almost demolished by a large sycamore tree located on the neighboring lot. From other sections of the state heavy damage was reported, particularly south of Indianapolis and along the route to Louisville. Farm property suffered heavily. One statement estimated the storm as being the worst since the one which caused about \$1 million damage in May, 1927. One adjusting office in Indianapolis received 180 local loss notices Monday, which has been added to daily since. The storm hit hardest at Franklin and Terre Haute—where buildings, as well as trees, were wrecked. It will probably be a couple of weeks before any definite estimate of the total loss can be made.

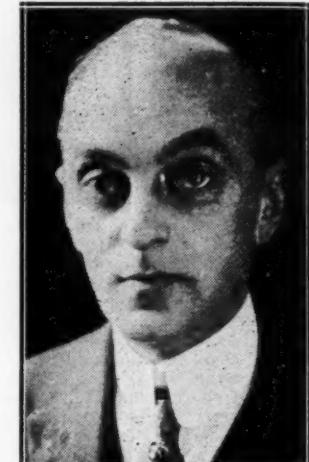
Robert Foss, seaman first class, a son of George H. Foss, manager of the accounting department of the Rollins-Burdick-Hunter agency of Chicago, has seen much battle service on the battered cruiser St. Louis in the South Pacific. He took part in the Coral Sea battle, the invasion of the Marshalls and Leyte, as a part of the 58th task force under Admiral Mitscher.

Kennedy Resigns with Flourish as Buffalo President

Makes Whimsical Statement—Successor Is Not Yet Chosen

Stating his reasons with customary frankness, Sidney R. Kennedy tendered his resignation as president of Buffalo at the June directors' meeting. Mr. Kennedy said he had been president for 20 years, which he thought was quite long enough. He went on to say that he had observed that in quite a number of cases officers of other companies had clung to their jobs so long that although manifestly of little further use to their companies, it was embarrassing to know just how to get rid of them.

Mr. Kennedy said Buffalo's financial



SIDNEY R. KENNEDY

condition was never better than today and that during his term of office it had continued its dividend-paying record, unbroken since its incorporation in 1867. While saying that a single month's record means little, he mentioned that premiums for May were larger than in any month in history.

Mr. Kennedy's resignation becomes effective Aug. 1, no successor has been designated. Mr. and Mrs. Kennedy will leave Buffalo soon to make their permanent home near Litchfield, Conn., where they have vacationed for a number of years. Mr. Kennedy said he was glad to be able to drive his car to Litchfield next week rather than being lifted out of it and placed in a wheel chair.

Mr. Kennedy's entire business career has been in the insurance business, his first job having been as inspector in the New York City local agency of Weed & Kennedy, in which his father was a partner. Later for a time he was a special agent of County Fire but most of his career prior to joining Buffalo 20 years ago was with Fidelity-Phenix.

While in Fidelity-Phenix he was lent in 1920 for five months to the newly formed American Foreign Insurance Association to plant the A. F. I. A. in Peru, Bolivia and Ecuador. He said he thought it was a compliment when he was given this assignment but by the time he got through with it he thought it was an insidious attempt on the part of his office associates to kill him off.

A. F. I. A. had no staff adequate to this work and it was done by men lent by member companies. Recently Mr. Kennedy and P. C. Cothran, vice-president and secretary of Phoenix of Hartford, who had charge of planting A. F. I. A. along the eastern coast of South America, were chatting and recalled with amusement their roles as panhandlers, one working the east side of the continent and the other the west.

Mr. Kennedy was vice-president of Fidelity-Phenix.



1845-1945

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And wherever these pioneers went, Insurance stood behind them, protecting their property in uncharted territory. When disasters came, Royal, and other companies, contributed to the restoration of crippled communities by the prompt settlement of every just claim.

Thus Royal, too, has been a pioneer . . . anticipating the growing insurance needs of the communities it has served . . . meeting new challenges with trustworthy solutions. Promises backed by performance

have won for Royal the complete confidence of American policyholders and agents—and to both go our hearty thanks for their substantial contribution to the Company's gratifying record of growth and achievement.

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Pink Goes to Manila to Aid in Insurance Reconstruction

Former N. Y. Supt. Named Special Adviser to Philippine Government

NEW YORK—Louis H. Pink, president of Associated Hospital Service of New York and former superintendent of insurance of New York, is en route for Manila where he will serve temporarily as special adviser to the Philippine government in the reorganization of the insurance industry of the islands, it was announced by Jamie Hernandez, secretary of finance of the Philippines. Mr. Pink accepted the post in response to an appeal from President Sergio Osmeña.

Leonard M. Gardner of Portland, Ore., who is accompanying Mr. Pink



LOUIS H. PINK

as associate adviser, will remain in the islands for an indefinite period to assist



PHILIP GENDREAU, N. Y.

HOW LONG IS 225 YEARS?

It's a long time. Think of it, for example, in terms of the nine generations of merchants, businessmen and householders—people like your neighbors and ours—who have been protected by The London Assurance since it was chartered by George I of England on June 22, 1720. There aren't many business institutions which can point to two-and-a-quarter centuries of uninterrupted service to the public.

This month, celebrating a significant anniversary, we think of the years which have gone before as a magnificent heritage and a tremendous challenge. They are a heritage of stability, integrity and dedication to sound business principles. They are a challenge to go forward, to improve our service and to add to a great tradition. Ours is a celebration based on real humility and sincere appreciation of the part which local agents throughout America have played in our growth since the entry of The London in this country in 1872.

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the Philippine government in carrying out the program of reorganization. He was counsel to the superintendent when Mr. Pink was head of the New York department and is now practicing law at Portland.

In requesting the directors of Associated Hospital Service for the services of Mr. Pink, President Osmeña said:

"After three years of enemy occupation and wanton destruction, the liberation of the Philippine Islands finds many of its institutions so crippled and confused that only the most expert guidance can soon restore them to usefulness. Among the most vitally needed services, one of which the whole resumption of commercial life depends, is insurance.

The government of the Philippine commonwealth is seeking help to lead its own insurance companies and those of other friendly nations back to safe and orderly operations as soon as possible, protecting meanwhile the interests of its citizens and all others within its jurisdiction.

"Your eminent president, Louis H. Pink, is so exceptionally qualified that he would receive the spontaneous support of every interest involved and could make a contribution to the rehabilitation of the Philippine commonwealth, which would be invaluable to its people."

In 1943 Mr. Pink was loaned to the government to institute rent control in the New York City area.

Mr. Pink is chairman of National Public Housing Conference and of Citizens Conference on International Economic Union.

ject against it. This is especially true where, as here, the more violent forms of windstorm are specifically named as something different from a mere windstorm. Any other view, the court stated, would work an imposition on insured.

"If the insurance company wishes to adopt some scale which establishes a velocity of wind necessary for a windstorm, or if it desires to limit its liability beyond the point that we have indicated, it should incorporate its proposed standard in the policy by clear terms and such ambiguities as are left in the policy should be resolved against it," the court stated.

The contention that the cottage was not injured by the direct force of the wind is without merit, the court declared. While the policy expressly excludes from coverage situations where the damage is caused by water unless the wind shall first have reached the walls of the building, that does not mean that hard objects projected against the building by the immediate force of the wind can be eliminated from the policy. They were not expressly limited, and, under all tests known to the law, constitute damage done by direct action of the wind.

North, Bie, Duquaine, Welsh & Trowbridge, Green Bay, appeared for the plaintiff, and Wolfe and Hart, Milwaukee, for Travelers Fire. (5 CCH, fire and casualty, 500.)

Royal People Exchange Greetings Across Sea

The management and staff of Royal Liverpool in the United States sent to the head office at Liverpool an illuminated engrossed greeting on the occasion of Royal's 100th anniversary.

The greeting states that Royal has borne the impact of wars, revolutions, conflagrations, depressions and great social and economic changes without faltering and with reputation enhanced and firm confidence in its future justified. It has been steadfast in its adherence to the highest standards and most honored traditions of insurance, and is held in high esteem throughout the world.

The U. S. group states that it is proud to be serving a company that has so successfully stood the test of time, and hope is expressed that the spirit of good will and mutual understanding existing between the English speaking nations may serve as a cornerstone of the United Nations' edifice.

Responding in behalf of the head office, Chairman B. R. England stated that on its 100th anniversary the officials of Royal and the great English-speaking countries are working in closer association than ever before. The future of the U. S. and Great Britain, he said, must be worked out together in the closest possible partnership and understanding in the interests of the welfare of mankind in general. "Unitedly," he said, "our nations have shown how to thwart aggression; with resolution we must stand together to win peace on earth and good will to men."

Claims Manager

Here is a discharged Captain from the Army who has a law degree and a good claims and office management experience; good personality and ability.

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The court called attention to the exclusion in the policy for any loss caused directly or indirectly by tidal wave, high water, overflow, cloudburst, water or rain, whether driven by wind or not, etc.

The ice on the bay at the time in question was a large sheet varying from one foot to 28 inches in thickness. The wind gradually increased in velocity until it reached 28 miles per hour. The ice was moved inland to the shore, sliding up over the land, the edges breaking off, and the ice cakes piling eight to 12 feet high.

The insurer's contention was that the loss was not caused by windstorm, and that in any event it was not caused by direct action of the wind. It claimed that a windstorm is a high wind with little or no precipitation, something more than an ordinary gust or breeze, amounting to an outburst of tumultuous force.

The court pointed out that the policy was drafted by the insurance company and it not only "contains no definition of windstorm but uses merely the word 'wind' in three or four places in the policy in referring to limiting its liability." It may be argued, the court said, with considerable force that the terms "wind" and "windstorm" were used interchangeably in the policy and that they mean substantially the same thing.

In the absence of definition or limitation in the policy, the court said that it thought a windstorm must be taken to be wind of sufficient violence to damage insured property either by its own unaided action or by projecting some ob-

New Superior Risk Extended Coverage Endorsement Ready

Explosion Conference Form No. 3 Broadens Explosion, Debris Cover

NEW YORK—As has been expected for some time, the Explosion Conference has published a new extended coverage endorsement for use with Factory Insurance Association and other superior rated risks. It replaces the old supplemental contract No. 3 and the forms which provided portions of the coverage, Nos. 3A, 3B and 3C. The term "extended coverage endorsement," following the general practice, has been adopted for the new form, which is called No. 3.

The most important changes are extension of the explosion section to cover off-premises boiler explosion, following the changes made in 1944 in the extended coverage endorsement for most risks and in the simple explosion policy, and also to cover explosion of small pressure apparatus and extension of the windstorm section to cover debris removal, with a \$200 deductible. The old windstorm exclusion of awnings and other property outside building walls has also been dropped.

Now Only One Form

The old partial coverage forms have been dropped and the new form No. 3 is to be used whether all or some coverages are written. The three divisions of the new form cover, as before, A, leakage from fire protective equipment, B, windstorm and hail, C, explosion, aircraft and vehicles, smoke and, when caused by riot or civil commotion, fire, explosion, leakage from fire protective equipment, collapse or fall of tanks forming part of fire protective equipment, aircraft or objects falling from them and vehicles. Physical damage from riot and civil commotion may be covered by a further endorsement. Because of the spread of the 1943 New York standard fire policy, which does not exclude fire caused by riot, the last feature of section C is not as important as it was formerly.

Instead of using separate endorsements where the insured wants coverage under only one or two of the three sections, the new extended coverage endorsement is on a schedule basis and any combination of the three sections may be written by showing "nil" after those not wanted.

New Explosion Coverage

The new explosion clause has been expected ever since the broadening of the extended coverage endorsement for usual risks. It now covers explosion of steam boilers and other excluded objects if they are not owned or controlled by the insured and are not in the buildings described in the policy. The excluded objects are steam boilers and other vessels normally containing steam or equipped with steam coils or jackets, other pressure vessels and pipes and apparatus connected with them, provided their normal maximum internal working pressure is more than 15 pounds per square inch above atmosphere or 5 pounds below atmosphere, moving or rotating machinery and any apparatus undergoing pressure tests. The pressure limitation is new, the old form having excluded all pressure vessels. Portable gas cylinders of the replaceable and refillable type are specifically exempted from this exclusion. The explosion section also states that

it does not cover malicious explosion of the power plant items mentioned, unless the explosion is caused by malicious use of explosives and is not excluded by the war exclusion clause. An explanatory statement of the Explosion Conference states that this is intended to avoid malicious explosion of pressure and machinery apparatus covered by casualty companies.

There is a new war exclusion clause, similar to that in the 1943 New York fire policy and the usual extended coverage endorsement.

The new apportionment clause is complicated, but the Explosion Conference explained that it was intended to

provide for division of losses covered both by the extended coverage endorsement and by other contracts on an equitable basis. There have been a number of conflicts, particularly on explosion losses, with boiler and machinery policies. In general, the new apportionment clause aims at an even division of these "joint losses," in excess of the highest deductible, between the fire carriers, as a group, and the power plant carrier or carriers. In the discussions with agency and brokerage groups which preceded the new form, there was considerable objection to the cumbersome wording of the apportionment clause, but apparently no one was

able to suggest a simpler one which would accomplish all that was intended.

It is assumed that substantially similar coverage will be written in the middle west.

Request for Back Copy

The J. Gilbert Leigh Memorial Library at Little Rock is much interested in getting a copy of THE NATIONAL UNDERWRITER of March 25, 1943, so as to complete its bound volume for that year. Any one who may have that particular edition and is willing to part with it is asked to send it to Henry A. Ritgerod, 240 Hall building, Little Rock.

UNITED NATIONS CONFERENCE ON INTERNATIONAL ORGANIZATION

The eyes of the world are on San Francisco.

- ★ To commemorate the United Nations Conference on International Organization, the May issue of "Fireman's Fund Record" is devoted to the romantic story of San Francisco.
- ★ A copy of "Storied San Francisco" has been sent to all who regularly receive the "Record". Perhaps you would like to have a copy of this handsome booklet. If so, we shall be pleased to send you one on request.

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NEWS OF FIELD MEN

Bawden and Byrne Elected at Ind. Field Conferences

INDIANAPOLIS—James A. Bawden, Springfield F. & M., was elected president of the Indiana Fire Underwriters Association at a stream-lined annual meeting. Lynn D. Swisher, W. P. Ray & Co., was elected vice-president and Miss Elizabeth S. Cooper was re-elected secretary-treasurer. E. P. Ressler, National Fire; W. A. Trudelle, Fireman's Fund, and H. A. Pfister, Providence Washington, were elected directors. In the unavoidable absence of Gus



JAMES A. BAWDEN

J. Daseke, Phoenix of Hartford, retiring president, Mr. Bawden presided.

Commissioner Pearson of Indiana, a past president of the association, was elected an honorary member. A memorial to the late George J. Burke, Scottish Union & National, was read.

In accepting the presidency Mr. Bawden said that he favors letting the public know that the fire insurance business is conducted on a high plane of acknowledged responsibility to the insuring public, and within the law.

Byrne Heads Preventionists

J. W. Byrne, American of Newark, was elected president at the annual meeting of the Indiana Fire Prevention Association. Governor Gates, who has operated a local agency in Columbia City for 40 years, spoke in high appreciation of the association's defense plant inspection work. He said he would appreciate reports of needed fire prevention re-

forms that might be discovered in any of the state institutions.

Richard E. Verner, Western Actuarial Bureau, Chicago, commended Indiana's leadership in war production activities. In introducing Mr. Verner, Commissioner Pearson thanked Mr. Verner for his helpful cooperation, especially at town inspections.

Committee reports were made by Charles W. Barger, Indiana Insurance Company, speakers; L. D. Swisher, W. P. Ray & Co., code and public buildings; C. O. Bray, Hartford Fire, public relations; and James A. Bawden, Springfield F. & M., mapping of the work. Alwin E. Bulau, Home, retiring president, in his annual report, thanked the members for the cooperation.

It was voted to appoint a committee to formulate a plan for continuing plant inspection work. The plan will be submitted to the membership for a vote.

Tenn. Field Groups Hold Sessions

NASHVILLE—Henry Roberts, in his presidential address at the annual meeting of the Tennessee Fire Underwriters Association, alluded to the problems involved in the S.E.U.A. decision. He touched on the state legislative session, and advocated that the National Board furnish well posted speakers for luncheon clubs at other public meetings. He urged field men to keep closely informed as to the financial situation of the agencies against the day when selling may no longer be automatic and collections may again be a problem. He urged field men to encourage, cooperate and render every assistance in helping the agent in the local financing of automobiles. He recommended that a committee be named to render assistance to members returning from the armed services. There are 10 members that are in uniform.

Leon McGilton, American, spoke in appreciation of the eight members who have just recently completed 25 years of continuous service, they being Herbert W. Robertson of Hanover; Hilliard Paschall, Royal-Liverpool; Paul Eldridge, Jr., Niagara; W. P. Huffman, National; A. M. McClain, Great American; R. W. Davis, Commercial Union; R. C. Wade, State of Pa.; John L. Smith, London & Lancashire.

Telegrams of felicitation were sent to Commissioner James M. McCormack, recovering from an operation at St. Mary's hospital, Rochester, Minn., and to George W. Harbison, secretary of the association, ill at Mayo clinic.

George L. Frank of Aetna Fire was elected president; C. F. Zehnder, Zehnder general agency, vice-president; George W. Harbison, America Fore, secretary. The Tennessee Fire Prevention Association, meeting at the

same time, elected George Egbert, North British, as president; A. B. Scott, Springfield, vice-president, and George W. Harbison, secretary.

The Tennessee Blue Goose met later Tuesday to elect officers and staged a dinner dance. About 60 field men attended each of these meetings.

Illinois Pond Holds Annual Meeting

J. Lewis Cassell, state agent of London Assurance, was installed as m.l.g. of the Illinois Blue Goose at the annual meeting in Chicago. Other officers were elected as reported in last week's issue. Mr. Cassell and Carl Temme, St. Paul F. & M., Springfield, were named delegates to the grand nest meeting, with Don C. Campbell, America Fore, and E. M. Eichenberger, Royal, Joliet, as alternates, providing a full scale meeting of the grand nest is held.

Sherman Leseth, wielder, reported for the membership committee, of which Ward V. Beauchamp, Home, who is now in the navy, was chairman. Membership increased from 373 to 379 in spite of the number of flight to other ponds, and 30 members were added during the year. Finances of the organization are in good shape, A. J. Meyer, automobile keeper, reported. The delinquent list is the smallest in years.

War activities of the pond, including the sending of chain letters, cigarettes, and playing cards to members in service were reviewed by Mr. Campbell, chairman of that committee. James E. Guy, America Fore, read memorial services for departed ganders; Mr. Campbell gave the charge to the new officers and Frank C. Cargill, North British, presented Mr. Eichenberger with the past m.l.g. insignia.

The Illinois pond will have its annual golf championship at Champaign Sept. 13. The Chicago group is tentatively planning a golf party early in July.

Commissioner McKenzie Arkansas Blue Goose MLG

LITTLE ROCK—Commissioner Jack G. McKenzie was elected most loyal gander of the Arkansas Blue Goose at a meeting here, advancing from supervisor.

Other officers elected are: Roy B. Bentley, Fire Companies Adjustment Bureau, supervisor; George G. Hawbecker, Fidelity & Guaranty Fire, custodian; Clyde B. Marshall, Phoenix of Hartford, guardian; William W. Leigh of L. B. Leigh & Co., general agents,

James H. Buntin, Fire Association and Elmer Warner were named delegates to the grand nest meeting, with Mr. McBeath and W. S. Volz, Fire

keeper, and Charles D. Swan, Jr., Springfield F. & M., wielder.

Tuerk Assumes Presidency of Illinois Field Club

Henry F. Tuerk, agency superintendent of Millers National at Peoria, was elected president of the Illinois Field Club at its annual meeting in Chicago Tuesday. William L. Engberg, Loyalty group, Rockford, was named vice-president, and Eugene C. Wild, Millers National, Peoria, was named secretary. Harry J. Conklin, Loyalty group, Springfield, is the retiring president.

There was considerable discussion of bowling alley hazards and ways and means of eliminating some of the dangers that have led to a number of total losses on this type of occupancy. Lloyd Eppler, Loyalty group, Springfield, Mr. Conklin, and others discussed the topic.

Ralph S. Danforth, assistant secretary of Millers National, and Lloyd W. Brown, second vice-president of the Loyalty group, attended the meeting.



J. L. CASSELL

Minnesota Field Groups Elect at Annual Outing

MINNEAPOLIS—More than 50 Minnesota field men turned out for their annual outing at the Midland Hills Golf Club, half way between St. Paul and Minneapolis.

The Minnesota Underwriters Association elected these officers: President, Clinton Garrett, Springfield F. & M.; vice-president, Leonard Zell, Hanover; secretary-treasurer, Jack Klinkenborg, Phoenix of Hartford; executive committee, Harry Forrey, Fire Association; C. J. Wittbecker, St. Paul Fire & Marine; Claude Dobbs, Agricultural.

The Minnesota Fire Prevention Association elected: President, Paul Olinger, Connecticut Fire; vice-presidents, David White, Home, and John Jertsen, American; secretary-treasurer, Elwood Harper, Northern, Eng., reelected.

In the evening the annual Blue Goose dinner was held with Leonard Zell presiding as most loyal gander. Joseph Gosnell, retired state agent of New Hampshire, was a guest at the outing.

Iowa Blue Goose, Fire Preventionists Elect

DES MOINES—N. W. McBeath, Iowa state agent of Great American, has been named most loyal gander of the Iowa Blue Goose, succeeding E. R. Rust, Underwriters Adjusting; E. Arnold Smith, Security of New Haven, supervisor; H. G. Zimmerman, L. E. Ellis & Co., custodian; A. E. Holt, Aetna Fire, guardian, and Fred C. Meister, Travelers Fire, keeper. R. P. Osier, Norwich Union, was reelected wielder.

James H. Buntin, Fire Association and Elmer Warner were named delegates to the grand nest meeting, with Mr. McBeath and W. S. Volz, Fire

keeper, and Charles D. Swan, Jr., Springfield F. & M., wielder.

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man's Fund, as alternates. Mr. Bunten is a candidate for grand nest office this year.

Mr. Volz was named president of the Iowa Fire Prevention Association; W. K. Hamilton, National Fire, vice-president, and Hale Baldwin, New York Underwriters, secretary-treasurer.

Thomas G. Linnell, most loyal grand gander, attended the Blue Goose meeting, installed the newly elected officers and spoke at the annual dinner held in the evening. Four candidates were initiated.

Roggenkamp Soon to Take Up New Duties in Wis.

Carl H. Roggenkamp, who has been appointed state agent in Wisconsin for Ohio Farmers and Ohio Farmers Indemnity, will travel the entire state from offices at Madison.

Mr. Roggenkamp began his insurance career in 1924 at the home office of Security Fire of Davenport and for several years prior to going with Ohio Farmers he served as state agent for Security in central and southern Ohio. He is well known in the field for his fire prevention activities.

Roy V. Haser, who has for some time been supervising Wisconsin, will soon return to his former field of Illinois.

Herod in Oklahoma Field for Crum & Forster

Crum & Forster has appointed Murl J. Herod special agent in Oklahoma. Mr. Herod is a native of Oklahoma, having graduated from Southwestern Institute of Technology. Following his graduation he entered the bank at Thomas, Okla., and was later made assistant cashier of the bank at Weatherford. For the 1½ years he has been in the Oklahoma City office of Crum & Forster until recently when he went to the western department at Freeport, Ill., to familiarize himself with general underwriting practices, preparatory to taking up his duties as a field man.

He will work under the direction of State Agent J. K. Snodgrass, and will have offices at 306 Hightower building, Oklahoma City.

Johnson and Knaak to Handle Michigan Field

Carl H. Johnson will fill the vacancy caused by the resignation of State Agent Clarence H. Metzner, who formerly represented Phoenix of Hartford and Equitable F. & M. in the Michigan field. State Agent Albert J. Knaak will continue to represent Connecticut Fire in that territory.

Mr. Johnson has been state agent of Crum & Forster in Minnesota. He has an engineering background. Mr. Knaak has been in the employ of Connecticut Fire for 43 years. He has a host of friends among agents in his territory, many of whom he helped start in the insurance business.

Conklin Heads Illinois Fire Preventionists

Harry J. Conklin, state agent of the Loyalty group at Springfield, was elected president of the Illinois Fire

Prevention Association at its annual meeting in Chicago. Forrest M. Earp, Glens Falls, Peoria, was named vice-president, and H. E. Elkin, Century, Springfield, secretary.

The SWIS program was reviewed by A. R. Rathslag, Fire Association, state chairman of the program, who has served three terms as secretary of the association. The evaluation committee, he said, has voted not to continue the program at state level. He said that the inspections had accomplished much in the way of creating good will and edu-

cating the management of 600 plants in fire prevention.

Lt. Col. J. K. Lawton, who has been in charge of SWIS work for the government in the 8th service command area, expressed his appreciation of the accomplishments the field men had achieved in carrying out the war plant inspections. Fire losses, he said, have been very low among those plants on the SWIS list, and not so low among others. He asked immediate completion of any inspections not yet made.

Retiring President Robert Y. Dieven-

dorf of Northern Assurance made a strong plea for more town inspections, both to achieve a higher degree of fire safety and in the interest of public relations. He said the association had asked R. E. Verner, manager of the fire prevention department of the Western Actuarial Bureau, for any suggestions. Mr. Verner's letter, praising the field men for their activities, was read. Mr. Verner suggested that in view of reconversion, cutbacks, vast storage of surplus commodities, and an expected let-down in care, there should be more in-

EVERY DAY—MAKE FIRE PREVENTION YOUR PERSONAL WAR WORK



Photo National Fire Protection Association

WHO LOST . . . WHAT?

Was it motors, or guns, or foxhole tools for some hard-hitting outfit taking over a Jap-held island?

Was it food or transportation or industrial equipment to help our occupation forces in Europe—or the countries they are living in now?

Was it clothing or cars or food or radios for the people here at home who are hoping they can soon go back to the full supplies they used to get?

* * *

Every loss of a plant like this—a large one or a small one—is a tragedy. The nation's fire loss waste has grown terrifically. The only way to cut it down is for everyone who has the "know how"

to keep everlastingly at the job of Fire Prevention.

That puts a big part of the job up to you—and your fellow agents . . . to see that your town has a real Fire Prevention program. See that the Fire Department and schools and businesses work together to meet this menace—and lick it.

You can make a real contribution—to winning the rest of the war—by organizing or joining this work in your community. Now's the time to do it. Smart educational material is available from the National Fire Protection Association and the National Board—and our fieldmen will be glad to help you plan your campaign.

Agricultural
Insurance Company
of Watertown, N.Y.



Empire State
Insurance Company
of Watertown, N.Y.

Every Type of Property Insurance for Industry and the Home.

Hotel Utah Company, vice-president of Utah Savings & Trust, director of Western Air Lines, president of Zion's Savings Bank & Trust and of the Utah State National Bank. He has taken a vigorous part in the development of Utah industry and agriculture and in civic and church affairs. He succeeded Heber J. Grant as president of the Mormon church.

Lehr Detroit F. & M. Secretary: Ewald Advanced

DETROIT—Hubert Lehr has been elected secretary of Detroit Fire & Marine at the home office of the company. He was formerly in the Ohio field with headquarters in Cleveland and later was with the New York office of Great American. He has a broad experience and a practical knowledge of underwriting practices.

Mr. Lehr succeeds Fred Talbot, who has been absent on leave because of illness for several weeks and will require several months more for complete recovery of his health, which is anticipated.

W. R. Ewald, who has been special agent of Detroit F. & M. and other companies of the Great American group in Wayne county, has been named superintendent of agencies. With the company since 1931, Mr. Ewald first covered the four-county metropolitan area and later, as the volume grew, concentrated his work in Wayne county. He has just been elected supervisor of the Michigan Blue Goose and served as president of the Michigan Fire Underwriters Association in 1942-43. He has also been active in the Michigan Fire Prevention Association.

Underwriters Insurance Company, which was organized as a companion to the Warner Reciprocal Exchanges of Chicago, has now been licensed by the Illinois department to write fire and allied lines on the participating plan.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago.

June 18, 1945.

| | Par | Div. | Bid | Asked |
|-------------------|-------|--------|--------|--------|
| Attna. Cas. | 10 | 2.50 | 82 | 85 |
| Attna. Fire | 10 | 1.80* | 53 1/2 | 55 1/2 |
| Attna. Life | 10 | 1.50* | 45 | 51 |
| Amer. Alliance | 10 | 1.20* | 22 | 24 |
| Amer. Cas. | 10 | .60 | 12 | 13 |
| Amer. Equitable | 5 | 1.00 | 19 1/2 | 21 1/2 |
| Amer. Home | 10 | ... | 11 | 12 |
| Amer. (N. J.) | 2.50 | .60* | 18 1/2 | 19 1/2 |
| Amer. Surety | 25 | 2.50 | 64 | 66 |
| Balt. Amer. | 2.50 | .30* | 7 1/4 | 7 1/4 |
| Boston | 100 | 21.00* | 665 | 680 |
| Camden Fire | 5 | 1.00 | 22 | 23 1/2 |
| Contl. Cas. | 10 | 1.80* | 48 1/2 | 49 1/2 |
| Contl. Assn. | 10 | 1.20 | 42 1/2 | 44 1/2 |
| Contl. N. Y. | 2.50 | 2.00* | 51 1/2 | 52 1/2 |
| Fidelity-Phen. | 2.50 | 2.20* | 55 | 56 |
| Fire Assn. | 10 | 2.50* | 69 | 71 |
| Firemen's (N. J.) | 5 | .40 | 14 | 15 |
| Fireman's Fund | 10 | 3.00 | 99 | 101 |
| Franklin Fire | 5 | 1.00 | 22 1/2 | 24 |
| Glens Falls | 5 | 1.85* | 48 | 50 |
| Globe & Repub. | 5 | .50 | 10 | 11 |
| Gt. Amer. Fire | 5 | 1.20* | 32 1/2 | 33 1/2 |
| Hanover Fire | 10 | 1.20 | 29 | 30 1/2 |
| Hartford Fire | 10 | 2.50* | 113 | 115 |
| Home (N. Y.) | 5 | 1.20 | 28 1/2 | 29 1/2 |
| Ins. Co. of N. A. | 10 | 3.00* | 100 | 102 |
| Maryland Cas. | 1 | ... | 11 1/2 | 12 1/2 |
| Mass. Bonding | 12.50 | 3.50 | 81 1/2 | 83 1/2 |
| Natl. Cas. | 10 | 1.25* | 30 1/2 | 32 |
| Natl. Fire | 10 | 2.00 | 62 | 64 |
| Natl. Liberty | 2 | 3.30* | 7 1/4 | 7 1/4 |
| Natl. Un. Fire | 20 | 5.00* | 180 | 184 |
| New Amst. Cas. | 2 | 1.00 | 28 | 29 |
| New Hamp. | 10 | 1.80* | 47 | 48 1/2 |
| North River | 2.50 | 1.00 | 23 1/2 | 25 |
| Ohio Cas. | 5 | .70 | 30 | 31 1/2 |
| Phoenix, Conn. | 10 | 3.00* | 91 | 95 |
| Preferred Acci. | 5 | 1.00* | 12 1/2 | 13 1/2 |
| Prov. Wash. | 10 | 1.40* | 35 | 36 1/2 |
| St. Paul F. & M. | 12.50 | 2.00* | 75 | 77 |
| Security, Conn. | 10 | 1.40 | 34 | 36 |
| Sprgfd. F. & M. | 25 | 4.75* | 117 | 121 |
| Standard Acci. | 10 | 1.45 | 36 1/2 | 38 |
| Travelers | 100 | 16.00 | 585 | 595 |
| U. S. F. & G. | 10 | 1.50* | 44 1/2 | 46 1/2 |
| U. S. Fire | 4 | 2.00 | 52 | 54 |

*Includes extras.

WANTED
Experienced fire insurance special agent. Should also have some knowledge of general casualty lines. Work involves limited travel to branch offices in Middle West helping salaried representatives. Salary permanent. Write American Mutual Liability Insurance Co., Attention C. R. Parsons, 221 North LaSalle St., Chicago 1, Illinois.

CHICAGO

PART OF CEILING GOES

Employment ceilings in the Chicago area on the hiring of women have been eliminated by the War Manpower Commission, effective June 20. Women workers no longer are required to secure referral cards from the United States Employment Service. Essential employers can issue statements of availability for the transfer of women in their employ 60 days or longer. These certificates will be good only in other essential activities. If a woman has been

out of employment 60 days, she can take the job without a statement of availability. The ceilings on total employment are eliminated, but existing employment ceilings on men continue in effect.

This change is expected to ease considerably the difficulties that insurance offices have faced during the past year. Employment conditions have grown appreciably better in recent weeks, but elimination of ceilings on women will reduce the amount of rigamarole necessary to take on badly needed help.

Ironically, the offices writing hail insurance on growing crops, which require a number of extra employees each

spring and summer, after negotiating all spring with the WMC for permission to secure students and others to meet their seasonal requirements, had just gotten permission to hire such workers a week prior to elimination of ceilings on women. They had expended a lot of effort, and the authority to hire such employees was granted only if the workers secured a referral.

SOME EASING IN EMPLOYMENT

The employment situation is easing up to some extent in insurance offices in New York and Chicago. The fact that defense plants and war industries to some extent are letting out employees



Future of Insurance Companies

The insurance industry is being attacked from three vital angles

(1) Demand for Lower Rates

The public insistence on rate cuts will probably grow stronger — with the agents the greatest sufferers.

(2) Lower Income on Portfolios

The degree of injury sustained will depend upon future interest rates from which no immediate relief is in sight.

(3) Increased Fire and Casualty Losses

These losses can be largely reduced — Loss-ratios are inversely proportioned to municipal fire, police and traffic signals supplemented by sprinklers, automatic alarms and well-trained manpower. Upon these the value of insurance stocks largely depends.

YOU CAN HELP

Reduce Fire and Casualty Losses by Recommending —

- (1) A FIRE ALARM BOX—at every fire hazard. *
- (2) BETTER "HOUSEKEEPING"—keeping the property free of rubbish.
- (3) ADEQUATE POLICE PATROL—with recorded performance of police duty.
- (4) SPRINKLER SYSTEMS AND AUTOMATIC FIRE DETECTION SYSTEMS.
- (5) TRAFFIC SIGNALS—at street intersections.

*70% of the losses occur as a result of only 4% of the total fires. If municipal fire alarm boxes had been on this 4% of the buildings involved then over 50% of your total fire losses might have been eliminated.

The Gamewell Company

Newton Upper Falls 64

Massachusetts

and will continue to do so until the Japanese war is won, is causing many to look for permanent lodging. Outside of these industries there are employees in the lower brackets that are being let out to be replaced by a higher grade of talent. Insurance offices require a rather high grade class of people but they are not in the market to any great extent as yet. However, insurance offices do not find the manpower rules and the general regulations as severe as they have been.

CRUISE OF 26 CLUB IS JUNE 26

The annual cruise of the 26 Club of Chicago on the "City of Grand Rapids" to St. Joseph and Benton Harbor, Mich., will be June 26 instead of June 22 as reported in an article. The club has been conducting this cruise for 15 years. It will start at 9:30 a.m. Fred C. Bracken, office broker with Cramsie, Laadt & Co., is captain of the trip.

KEMPER & CO. HOLDS OUTING

The James S. Kemper organization of Chicago held its central sales conference at Elmhurst Country Club near Chicago Tuesday. There was a business session in the morning with an open forum on merchandising, a golf tournament in the afternoon and a dinner.

Miss Nellie C. Erickson and Miss Myrtle E. Williams have just been inducted into the *America Fore Old Guard* membership in a ceremony presided over by Vice-President E. A. Henne at Chicago.

NEW YORK

COLRIDGE IS DELAYED

It seems likely that the new secretary of the National Association of Insurance Agents, Frank C. Colridge, now executive secretary of the California association, will not be able to take his new po-

sition in New York City until the latter part of July or first of August as he has a number of matters to clear up. It was the original plan to have him take charge July 1.

OVER TOP IN N. Y. DRIVE

The fire and marine division of the insurance group topped its quota before the close of the intensive period of the Greater New York Fund's campaign, it was announced at a luncheon. The chairman of that group is Walter F. Beyer, vice-president and secretary of Home.

GALA EISENHOWER DAY

The New York insurance district turned out in full force Tuesday to greet General Eisenhower. Practically all of the offices closed for two hours during the period when the General and his party were in the downtown area and some were closed the entire morning. At 11 o'clock there was a general exodus from all of the buildings along John and William streets and Maiden Lane and crowds of people streamed in two directions, some toward Broadway and City Hall and others to South street along the East River which was on the line of march. Broadway was jammed from Whitehall to City Hall, but people apparently heeded the plea of city officials not to throw paper into the streets because there was very little of it in evidence.

Fortunate occupants of offices facing on Broadway were very popular and were besieged with visitors. Some of the offices further up town dismissed their employees for the entire morning save for skeleton staffs.

The New York Life building was gaily decorated with flags and bunting. Automobiles which happened to be parked or stalled by the crowds were soon surrounded and in some cases almost completely covered by people scrambling over the fenders and even the hoods for a better view of the proceedings.

Need FTC Type Laws in States

(CONTINUED FROM PAGE 1)

would have the right to investigate unfair practices and methods and to issue cease and desist orders. There would be provisions whereby the commissioner, if he believed the rates were unfair, excessive, inadequate or discriminatory could do something about it subject to court action.

Rate Regulatory Laws

Mr. Stone observed that it is extremely difficult to draft a satisfactory rate regulatory law, particularly because of the different kinds of companies that are in operation. It is desirable in the long run that rate laws not be too rigid. Otherwise, a strait jacket will be applied to the business and the only competition as to price will be with issuance of participating policies in the amount of dividend or refund made available. There would be no opportunity for stock companies to charge rates which would have in mind dividends or refunds paid by other kinds of insurance.

Mr. Stone made some remarks concerning the Clayton and Robinson-Patman acts which become operative insofar as insurance is concerned after Jan. 1, 1948, but he refrained from predicting how these laws might affect insurance procedure, or what type of law would have to be enacted to match these two statutes at the state level.

Mr. Stone remarked that the only two laws mentioned in the original Bailey-Van Nuys bill were merely the Sherman and the Clayton acts. "How inadequate that suggested bill was to meet the particular situation confronting us by reason of the effects of the S.E.U.A. decision," he declared, "is best illustrated by the fact that the federal trade commission act was not incorporated in the Bailey bill."

Mr. Stone appeared as guest of the executive committee of the South Carolina association in a joint meeting with the Columbia local board, general agents and field men.

Special guests attending included Gov. Williams, Senator Berry, and Nat Turner, National Board attorney. Mr. Stone's address was enthusiastically received and his remarks are being pamphletized by the insurance department and mailed to each licensed agent in South Carolina. The South Carolina association is not having an annual meeting and officers are carrying over for a second year.

Deviation Percentage and Minimum Premiums

(CONTINUED FROM PAGE 3)

Since it is on the basis of lower expense that the department allows deviations, the saving in expense should be even more pronounced on minimum premium policies.

Others Voice Views

Others who upheld the idea that the minimum premium should be subject to the deviation percentage were W. J. Ward, general manager New York Fire Insurance Rating Organization, E. E. Robinson, secretary National Bureau of Casualty & Surety Underwriters, J. M. Muir, secretary Mutual Casualty Insurance Rating Bureau; H. D. Sayer, manager New York Compensation Insurance Rating Board; F. M. Herring, secretary eastern branch N. A. U. A.; Martin W. Lewis, president Towner Rating Bureau; Lee W. Taylor, assistant manager Sprinkler Leakage Conference, Eastern Tornado Conference and Explosion Conference; E. F. Curren, manager Underwriters Rating Board; J. P. Gibson, vice-president and general manager of Excess; William Bernhard, New York city manager of General Accident;

Project New Ill. Stock Insurer as Reciprocals' Mate

The management of Union Automobile Indemnity and Prairie State Farmers which are companion reciprocals of Bloomington, Ill., recently announced plans to organize a stock casualty company. Announcement of that plan was made at the same time that L. F. Shepard, secretary and general manager of Union Automobile, revealed that as soon as possible after the war a modern home office building will be erected to cost between \$250,000 and \$300,000. Property was purchased at the southeast corner of Prairie and Washington streets adjoining the present location. The present building is to be taken down and a new building put up to extend over both lots.

According to Mr. Shepard, a trust arrangement will be set up so that employees that have been with the organization for several years may own stock in the proposed new casualty company.

Union Automobile was organized in 1916 and at the end of 1944 had assets of \$1,245,849 and surplus \$493,881.

Prairie State Farmers was formed in 1925 and its assets now amount to \$131,321 and surplus \$80,445.

In 1944 Union Automobile had premiums \$526,245 and premiums of Prairie State Farmers were \$34,228.

It is not the intention to replace either Union or Prairie State with the new stock casualty company. The new company will write automobile insurance and other casualty lines. It will be launched without any promotional expense and the stock will be held largely by those connected with Union and Prairie State. All business will be handled through local agencies. The three companies will occupy the new building.

Hint Veto of Guaranty Capital Bill in Mass.

The Boston "Herald" in an article by W. E. Mullins captioned "Governor Smells Insurance Rat" goes into the subject of a bill that has been enacted by the legislature to remove the statutory ceiling that has existed on the amount of guaranty capital which may be issued in connection with a mutual company. The ceiling has been \$500,000. Under the bill there would be no ceiling on the amount of guaranty capital that could be issued at the time of organization of the company, and the ceiling could be removed later by a vote of two-thirds of the policyholders.

According to Mullins, Gov. Tobin intends to veto the bill and has indicated that there are political considerations involved. According to Mullins the chief sponsor of the bill is James Kemper of Chicago, head of the Kemper insurance organization, and last year chairman of the national Republican finance committee.

Chase Smith, general counsel of the Kemper companies, is credited in the story with having piloted the bill through to enactment. According to Mullins Gov. Tobin regards the measure as providing an avenue for controlling and deriving high stock dividends from mutual companies on the part of a small management-ownership group.

and Isidor Berger, president Greater New York Taxpayers Mutual.

Deputy Superintendent Martineau conducted the hearing, assisted by Joseph F. Collins, chief of the rating bureau. Other department staff members on hand were Jacob Malmuth, assistant chief of the rating bureau and Harry A. Kahn, a senior examiner.

Besides the Utica Fire the non-board cooperatives are Preferred Mutual Fire of New Berlin, Home Mutual, New York Central Mutual, and Otsego Mutual Fire.

London Assurance Observes Its 225th Anniversary

London Assurance is observing its 225th anniversary, having received royal assent from George I of England on June 11, 1720, and its charter on June 22, 1720.

Introducing the principle and soundness of capital stock insurance as contrasted with then prevailing theories of individual responsibility, London Assurance inaugurated a new era in the long history of risk-bearing and risk transference. For the first time, the public was able to purchase specific protection for a definite premium without being subject to the danger of assessments beyond the original sum paid to the risk bearer.

The London was the lineal descendant of "The Merchants Society for Insuring Ships and Merchandise" which had been organized in 1719 by Lord Chetwynd who became first governor of the new corporation. The present governor is Ronald Olaf Hambro and the court of directors is made up of prominent financiers and industrialists of England.

The first London charter was for marine underwriting and the original staff consisted of a secretary, an accountant, three clerks, a messenger and a doorkeeper.

Starts Writing Fire

In 1721, 71 years before the formation of the first capital stock fire company in the U. S.—the company was empowered, by a second charter entitled "The London Assurance of Houses and Goods by Fire," to write fire insurance and its original authorized capital of £1,500,000 was increased by £500,000.

London Assurance organized its own fire brigade and the position of fireman was so popular that there were long waiting lists of prospective candidates.

Once admitted to the inner circle, the lucky fireman received a badge and fancy uniform, which he was required to wear constantly and in which he paraded through the streets of London once a year. A fire engine was purchased in 1821 and two years later the corporation invested in a second engine. The first fire in which London Assurance was involved occurred on July 4, 1721.

Agencies were opened in various parts of England and Ireland, the first appointment being made on Sept. 29, 1721. Instructions given agents included:

"If assurance be on goods it must be expressed what kind of building the goods are in, how situated and in whose occupation and the valuation of said goods."

"Policies and marks (fire marks) are not to be delivered till ye assured pays the premium for the first year; and then and not till then the assurance takes place, of which you are to give notice to all persons who apply to you to be assured."

Although minutes of a corporation meeting in 1760 refer to a proposal to underwrite in Philadelphia with the notation that "it may be to the advantage of this corporation to make insurance of houses and goods there," it was not until 1872, following the great Chicago conflagration, that the first agents were appointed in the U. S. In New York Frame, Hare & Lockwood were named and in Philadelphia Wister & Peterson were the first agents. Alexander Wister, the senior partner, was treasurer of the then recently organized Association of Fire Underwriters of Philadelphia.

In 1875 Benoni Lockwood became U. S. attorney and manager and continued for nearly 10 years. Until 1877,

fire insurance only was written in the U. S. In that year Mr. Lockwood became manager of a newly organized marine branch, the beginning of the separation of underwriting functions which is still continued with Chubb & Son as marine managers for London.

London Assurance has had only five managers of its U. S. fire branch since 1885 when James H. Duane began a two-year term. He was followed by George H. Marks in 1887 and by Charles Lyman Case, one of the outstanding underwriting figures of his era, in 1892. Mr. Case served until his death in 1921 when he was succeeded by John H. Packard who retired in 1929. Mr. Packard's successor was Everett W. Nourse who retired in 1942.

Chris D. Sheffe is the present U. S. manager of London and president of Manhattan Fire & Marine. He joined the firm as an office boy 43 years ago. Walter Meiss, who established the automobile department in 1919, is assistant U. S. manager of the parent organization and vice-president of the American affiliate.

London's payment of \$7,451,914 on claims resulting from the San Francisco fire and earthquake of 1906 represented the largest gross loss suffered in the conflagration by any company operating under one name. All funds for payment of these losses were sent from London. Not a single dollar was taken from assets in the United States.

Frequent personal contacts between the home office in London and various U. S. offices has been characteristic of London Assurance's operations. Sir Arthur Morgan, general manager; J. A. Pollen, assistant manager; Harold H. Mummary, marine manager and G. G. Beamish, secretary, have travelled extensively in this country and are noted for their understanding of U. S. operating and underwriting problems.

OBSEERVANCE ON COAST

SAN FRANCISCO—The Pacific Coast branch is planning wire observ-

ance of London Assurance's 225 years in business. The coast branch reports direct to London and is managed by James C. Hitt. He was special agent covering the Pacific northwest until 1940 when he was appointed assistant manager. He became manager in 1943 following the sudden death of John M. Mendell.

Recall A. W. Thornton

The late A. W. Thornton, who preceded Mr. Mendell and who was largely responsible for London Assurance's prestige on the coast, was known as the nemesis of the arsonist and fraudulent claimant. As head of the arson committee of the old Fire Prevention Bureau of the Pacific, he was one of those who urged Jay W. Stevens, then fire marshal of Portland, Ore., to take up arson work for the National Board.

Birds Dogs, Chickens and Hogs Covered in Form 49

An agent recently inquired whether dogs, birds or other pets are covered under the household furniture form No. 49 if burned or suffocated as the result of a fire while on the premises. Are animals housed in outbuildings—chickens, pigs and the like, and is there any limit on contents of outbuildings which come under the form were other queries.

These items are covered under the form, according to bureau interpretation, and there would be no limit except the amount of the insurance on animals in outbuildings or contents of outbuildings.

There has been some talk of revising form 49, partly because of the broad protection it affords and partly because it is not the same coverage in all sections of the country due to differences in conditions.

Thomas E. Stevens, general manager of Scottish Union, is visiting the United States and Canada.



Insurance Women Hold Work Sessions

(CONTINUED FROM PAGE 3)

some guests. Miss Florence Manson of Youngberg-Carlson Company was chairman of the committee in charge of this function. Irene Sunding, Western Surety, was vice chairman.

Prior to the reception, the visiting women were taken on an automobile ride along Chicago's north shore.

On their return they stopped at the home of Mrs. Hugo Dalmar of Evans-
ton where a reception was held. Mrs. Dalmar is a former president of the Distaff Society. Her home is on the lake in a beautiful setting. Her hospitable house is often opened on occasions of this kind. The presidents of the Distaff Association were all present at the reception. Miss LaVerne Hand, at the time of launching the organization, private secretary to the manager of the Chicago Board of Underwriters, Ernest Palmer, who was later Illinois insurance director, was the first Distaff president and was responsible for getting the machinery in motion. The next president was Mrs. Dalmar. She was followed by Mrs. Kathleen Belcher, who is now retiring from office and is succeeded by Miss Hoffman. The reception at Mrs. Dalmar's home was particularly delightful.

MRS. DOYLE'S REPORT

Mrs. Doyle in her presidential report made some observations on the insurance upheaval following the Southeastern Underwriters Association litigation and the U. S. Supreme Court's decision.

She said that National association members are determined to keep the banner flying by extra effort. President Doyle called attention to the status of insurance women in the post-war world. She said that there is much interest in this question at present. She said that insurance women have achieved national strength through devotion to duty and their proven ability. She declared further: "Our success depends on our own efforts. There is plenty of room for us to expand as only the surface of insurance has been scratched. Not all wives will want to remain in agency work, nor, unfortunately, will all the men return."

President Doyle called attention to the fact that women have great purchasing power. They have special skill as shown in their great capacity for detail. Women, she said, are adaptable and take their work seriously. Continuing,

she said, "The feminine viewpoint is our great asset. Women have always been in business and always will be. Our problem is to be more effective, more efficient on our jobs. Inspiration is a mental stimulant, but we must remember to wear the crown of success properly so that there will be no sprouting of thorns."

POST-WAR PERIOD

Speaking of what the association can do for its members in the post war period she said: "They have been doing something for themselves by gaining more knowledge and in many ways proving their fitness and willingness to take added responsibility. Under these circumstances it is only reasonable to expect that any pre-war discrimination will either be done away with entirely or at least greatly minimized. As a matter of fact, action along these lines has already been taken by one branch of our government."

Barriers to be Removed

"The War Manpower Commission has adopted a policy that all barriers to the employment of women for jobs for which they are fitted shall be removed and they shall be hired on a basis of equality with men; wage rates to be determined irrespective of sex. It has been openly stated that many wives have proven themselves better producers than their husbands during this period of war. If they wish to remain in the business we are certain the partnership thus formed will prove mutually advantageous. So let us encourage our members in every way possible to continue their good work for the benefit of all concerned, themselves included."

The National Association of Insurance Women is the product of the imagination, courage and foresight of Elsie B. Mayer of Denver who called the first meeting in that city. She was enthusiastic from the start and has been particularly interested in the educational phases of the work. She realizes the need for more information for those down the line.

The Distaff group entertained the members of the National Association at a luncheon Monday at the Union League Club. Mrs. Kathleen Belcher, retiring Distaff president, presided. She introduced members of her committee and also those that served as Distaff

presidents. The only speaker was Miss Clara A. MacCubbin of Baltimore, manager of the agency department of U. S. F. G. She was introduced by President Doyle. Miss MacCubbin has been connected with the company for 25 years. Entering the agency department at the start of 1928, she was made special agent and had her own territory, putting all her time in field work. Later she was made manager of the agency department. Miss MacCubbin is thoroughly grounded in her work. She goes on agency trips throughout the country looking after important matters in connection with the department. Oftentimes she is a "trouble shooter" having to take up various issues with agents. She spoke of the professional aspects of insurance. Insurance, she said, is far from being a modern industry.

Insurance History Authority

Miss MacCubbin is an authority on insurance history. She has delved profoundly and widely in the subject. She has a bibliography on insurance history which is one of the largest in the country. She has been urged to write a history of insurance and if she can find sufficient time outside her working hours, ultimately she may undertake the task.

In connection with her talk, Miss MacCubbin referred to the early beginnings of insurance 6000 B. C. when it was founded in a crude way in relation to burial benefits. The first contract bond, she added, was written in 4500 B. C.

Early Phases of Insurance

Marine insurance was written when shipping became established. Burglary insurance was an early form of indemnity.

The first woman agent Miss MacCubbin discovered was Dorothy Lyon who established an agency in London in 1791.

MANUAL ADOPTED

At the banquet Tuesday evening President Doyle announced that the organization had approved the manual gotten up by Elsie B. Mayer of Denver for the guidance of newer and inexperienced girls in insurance offices. This deals with their work in an elemental and plain way. It is intended to make girls in the office more efficient because they will have greater knowledge about what they are expected to do. Miss Mayer has spent much time in preparing this text book. She is getting the advice and help of educators. Miss Mayer is the founder and patron saint of the National Association. When she originated the idea of having a national organization she called a meeting in her home city, Denver, and was elected the first president.

Outside Work of the Women

Mrs. Doyle spoke of the work insurance women are doing outside of their office duties. They are interested in civic, community and welfare work of various kinds. Mrs. Doyle was presented a lapel watch by the members of the board.

During the speaking program the new president of the organization, Mrs. Anderson, arrived from St. Paul and was given an ovation and spoke briefly. She was attending the business meetings Wednesday and Thursday and also conferred with her fellow officers and the executive board. Mrs. Doyle told of strenuous work being done by the officers and executive board at the headquarters at the Stevens Hotel, stating that they started Sunday night and worked on some occasions until 1:30 a. m. Mrs. Doyle was the chief speaker at the banquet.

Spencer Welton, vice-president Massachusetts Bonding, was introduced by his former employe, Mrs. Lillian Herring, chairman of the general arrangements committee of the Distaff organization who presided at the banquet. She was Mr. Welton's secretary when he was

manager of the old New York Indemnity in Chicago. Merle A. Read of Joliet, Ill., president of Illinois Association of Insurance Agents, was present. C. M. Cartwright, THE NATIONAL UNDERWRITER, made the closing remarks. Mrs. Levering Cartwright officiated at the piano for congregational singing.

Mrs. Anderson just the other day received the National Association of Insurance Agents educational certificate award. The presentation was made to her by L. D. Engberg, past president Minnesota Association of Insurance Agents at a meeting of the Insurance Agents Association of Saint Paul.

Hail Volume Heavy, Losses O. K. So Far

Only with considerable effort have the hail insurers been able to hold premiums down this year to something approximating last year's record volume. Some of the companies are ahead, and others are about even as to income.

It would be possible, underwriters say, to show a 100% increase in premiums over 1944 if a company wanted to go out and push for the business regardless of territory or of shortages in manpower and limitations in capacity.

It is too early in the bulk of the territory to see how losses are going to run. In Kansas and Oklahoma, however, where harvesting is well along, losses are higher than for the past two or three years. However, experience has been exceptionally good in those states for two or three years, and so far this year it is still on the profit side. There have been some losses in Nebraska, but it is too early to tell yet in that state how the insurers are coming out.

Texas Business Off

Texas business was off this year because of three late freezes, and north of Kansas and Oklahoma the wet spring has slowed development of grain crops. Montana will have a big crop on the basis of present conditions. In Canada the crop already looks promising, although it is late. In spite of lateness, however, grain crops generally mature at about the same time each year.

With \$1.58 wheat and more than \$1 per bushel on other grains, such as barley and oats, and in view of high income tax, the demand for hail insurance is heavy.

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AT ST. PAUL CONVENTION OF INSURANCE COMMISSIONERS:

Alexander Query, Prudential; Luke J. Kavanaugh, Colorado commissioner; Roy L. Davis, Association of Casualty & Surety Executives, Chicago; Ralph Kastner, American Life Convention; Ray Murphy, Association of Casualty & Surety Executives; W. P. Hodges, North Carolina commissioner. Pictures by Harry H. Fuller, deputy U. S. manager Zurich.

Bowersock Presents Ideas on Hiring Veterans

BOSTON—How selling insurance meets the requirements of World War II veterans and how the insurance business should handle the veteran employment problem is the subject of a carefully prepared statement by Donald C. Bowersock, president of Boston and Old Colony. President Bowersock made the following observations:

Postwar insurance sales are sure to reach a new and profitable high. Every agent will profit to some extent. But the agents who will profit most will be those who realize that the returning veterans will make up the bulk of the new prospects and that the main job, therefore, is to sell the veterans. For these reasons, they will have a well-trained ex-service man of World War II on their staffs.

Many Will Change Jobs

A surprisingly large number of those employed before joining the armed forces have decided to change their jobs. These men together with a good percentage of young men who never worked have some pretty definite ideas of the kind of jobs they would like when peace comes. They don't want to be tied down to a desk or a machine. They want a job that gives them a certain amount of freedom, a job that enables them to meet people, a job whose pay check is limited only by their ability and energy. Selling insurance meets these requirements.

The returning veteran will have what it takes to make a good solicitor.

Most important of all, he has learned the need of study, the importance of knowing how and why before starting a job. He has been taught more, as a matter of fact, while in service than he ever acquired in school. He's bigger mentally and physically, has more poise and personality than when he went away. His outlook is broad; his appraisal of the job he's doing, and the job he hopes to do when peace comes, is sound.

Living, fighting, sharing confidences with men of all classes and from all sections of the country has given him an understanding of today's fighting men—tomorrow's veterans. He knows their language, how to speak it. He knows their backgrounds, their thoughts and ambitions and how to deal with them.

Can Arouse Interest

He has developed into a good teacher. He knows it is important to express himself in clear English, free from technical language and the possibility of misunderstanding. He knows what it is to arouse interest and hold it, and how to make a lasting impression. He has seen that telling is not enough. He must demonstrate as well. He has

learned to do a better job than he did before, also, with the written word.

He has developed the ability to make quick, positive decisions and long-range plans.

Now, in planning his postwar career, he's ambitious. He wants to make up for lost years.

If you have a son now in uniform who will join your agency when peace comes, or former employees who will return, you are fortunate. Keep writing regularly to them. Give them the news of the office and the work you are doing. Tell them you'll be glad to send them tear sheets from the magazines on new coverages, changes and trends, subscriptions to business-building magazines, the latest folders, sales letters, etc. Ask them for ideas and suggestions. Make them feel that you will be glad to see them back.

Time to Act Is Now

If you do not have a son or a returning employee, we suggest that you review the bright young men from your community who are now in service or may already have returned, or may be about to return to civilian status. Now is the time to discuss with the most likely ones by letter or in person, the advantages of insurance as a career and your agency as an ideal place to start. To contact those who are already back, leave your requirements at your local veterans' service center.

When you write or talk with any of these service men you'd like to have work for you, be frank. First, tell them why you are considering using a service man as solicitor. Tell them that you are writing and talking to other men and that you will make your final decision when you have heard from them all.

Then give your service-man candidates a clear and honest picture of what an insurance career can mean in dollars and in public service. Point out that their only investment is their time and energy.

Training Plan

Tell them that you have a training plan that will enable them to start producing promptly, and a postwar plan of action for your agency.

Emphasize the fact that their income will be limited only by their own effort and application and that you will give them every opportunity to succeed.

You will get answers and you will find the man you are seeking. When you do, you can start him on a pre-discharge insurance-reading course if he's still in service, or on your training plan if he can start with you at once.

Your efforts will not be wasted even

on those who are not interested. They will appreciate your interest in their welfare, and when they enter business you can be sure they will think in a kindly way of your agency.

Hearing on Metzenbaum Bill Held in Ohio

The Metzenbaum fire and storm rating bill, recently passed by the Ohio house, was given a hearing before the insurance committee of the senate Tuesday. Appearing in behalf of the measure were Rep. H. M. Metzenbaum, J. C. Neer, representative from Champaign county and president and general manager of Western Mutual Fire, Urbana; Harry Minister, president Ohio Association of Insurance Agents, and Superintendent Walter Dressel. Mr. Minister said that all segments of the insurance business are in favor of the bill.

It was stated before the committee the general purpose of the bill is to "put the state's house in order and ward off federal interference with state regulation of insurance." The hearing will be resumed next Tuesday.

The Cincinnati Association of Insurance Women closed its season with a dinner and installation of officers. Frederick Rauh, president Cincinnati Fire Underwriters Association, installed the officers, all of whom, including Miss Geraldine Woolover, Hartford Accident, president, were reelected.

Need sales training in elements of coverages in casualty and surety lines? Write National Underwriter.



Photo by Gendreau, N. Y.

DIXVILLE NOTCH in northern New Hampshire is one of the state's many tempting vacation spots which enchant summer visitors. This ideal location of a resort hotel between lakeside and thickly wooded mountain invites an unusual combination of pastimes. On the same day, water sports can be interspersed with many inland sports, including thrilling mountain climbing. The sparkling, evergreen-scented air is not the least of the attractions here.

The New Hampshire Fire Insurance Company proceeds on the conviction that any good thing gets talked about, be it an ideal vacation spot, a well written insurance policy, or a carefully adjusted insurance loss.



WSA Bows Out of Cargo War Risk Field July 1

Compliments Private Market—Has \$15 Million Favorable Balance

War Shipping Administration has now taken the step that had been forecast since V-E Day of withdrawing entirely from the cargo war risk insurance field. The effective date of its withdrawal is July 1.

At the present time WSA shows a favorable balance in excess of \$15 million in connection with its insurance operations.

WSA inaugurated its program of insuring cargo war risks in 1942 under authority of a statute permitting the writing of such insurance when reasonable rates are not obtainable from commercial underwriters or where the establishment of nominal or non-compensatory rates is determined to be in the interests of the war effort or the domestic economy.

Gradual Withdrawal

During the high point of submarine sinkings in 1942 and 1943 a large part of the import cargoes of the U.S. were insured by WSA. As conditions improved, commercial war risk rates were reduced and WSA gradually withdrew from the cargo insurance field. During the past year WSA has issued open policies only on imports of coffee, cresylic acid and South American cocoa.

WSA stated that by utilizing the facilities of commercial insurers for the issuance of policies and collection of premiums the activity was carried on without the establishment of a large organization. WSA officially has expressed its appreciation for the cooperation and assistance of the private market.

The private marine underwriters are continuing to urge importers to continue to carry war risk insurance. The rates are low and will become even lower as the risk diminishes, but there is a very real risk due to the presence of uncharted mines and assured are told that they would be dismayed if, after paying very high war risk rates during the ear-

lier part of the war, they should economize and not insure when rates are extremely low and then suffer a loss.

McLarry Is New Texas Association President

(CONTINUED FROM PAGE 2)

tion, the proposal must now be offered to the national membership.

Membership Now 1,431

With a membership of 1,431, the Texas association has reached a new high record, exceeding last year's record by nearly 100, Mr. McLarry announced. There are 4,200 recording agents licensed, including mutual, reciprocal, Lloyds, etc. "I regret to say that many of the stock agents appointed by our general agents and direct representing companies are not of a caliber we consider eligible for membership," Mr. McLarry observed. "We believe our membership is closer to the saturation point than any other state."

By-law changes were adopted providing that Texas association directors will continue to serve three-year terms but will not be eligible to succeed themselves and at least three years must intervene before they are again eligible for election to the board. In case the retiring president is completing his three-year term on the board, he will serve one more year as an ex-officio member.

Other by-law amendments recognize the present practice whereby the new directors meet during the convention, elect new officers and ratify the present policy of the vice-president serving as a director and presiding at board meetings when the president is absent. Changes also provide for the board's approving the annual budget as soon as possible after the beginning of the fiscal year and provide for the president serving as national director.

R. B. Cousins, Jr., Austin, manager of Texas Checking Office, explained the new Texas rating law. Manley Stockton, Atlanta, assistant manager Hartford Fire, discussed bank-agent automobile finance plans.

The afternoon session was attended by many company representatives living in Dallas, as well as by many of the city's local agents. About 200 were present.

Utah Home Fire in Wisconsin

Utah Home Life has entered Wisconsin with E. M. Schimmers of Madison as state agent.



AT ST. PAUL CONVENTION OF INSURANCE COMMISSIONERS:

M. J. Harrison, Little Rock, former Arkansas commissioner; H. P. Dunham, vice-president American Surety, former Connecticut commissioner; Miss Addie Lee Farish, director Alabama department of commerce; State Senator Charles Orr of Minnesota, who gave welcoming talk; A. N. Guertin, actuary American Life Convention; E. M. Griggs, associate general counsel National Board of Fire Underwriters, Chicago.

Actual Cash Value Not Limited by OPA

(CONTINUED FROM PAGE 2)

mentions that there is no provision in the policy which would make it a valued contract, the mention of the purchase price, \$3,384, in the policy seems to have been a factor in influencing the court's decision even though the policy agreed only to pay actual cash value. The purchase price was included only because it is required in the form of policy prescribed by the Texas insurance commission.

I.E.A. Expands Membership Base; Restrictions Erased

NEW YORK—The Insurance Executives Association has revised its constitution, so as to pave the way among other things for the admission of such companies as Firemen's that do not belong to all of the regional underwriting organizations. The provisions respecting qualifications for membership are liberalized and certain restrictive provisions of obligations are removed.

It is contemplated that the I.E.A. shall be an organization in which all problems of practice and policy affecting or relating to fire company operations can be studied.

A membership committee was designated to pass on applications for membership.

New Board of Trustees

Esmond Ewing of Travelers was elected chairman of the board of trustees and Paul B. Sommers, American, vice-chairman. The other members are: H. C. Conick, Royal-Liverpool; B. M. Culver, America Fore; J. M. Haines, Phoenix of London; C. C. Hannah, Fireman's Fund; F. W. Koeckert, Commercial Union; J. K. Hooker, Automobile; W. H. Koop, Great American; C. S. Kremer, Hartford; F. D. Layton, National; W. R. McCain, Aetna Fire; H. F. Ogden, F. & G. Fire; C. F. Shallcross, North British; J. M. Thomas, National Union.

The other officers were reelected: E. L. Williams, president; Mr. Culver, treasurer, and J. D. Erskine, secretary.

Permanent Pact in Bailee Field Is Now Objective

Efforts are now being made to perfect a permanent agreement between the fire and marine insurers as to the matter of contribution in loss payments between the 10% off premises insurers under the household contents policy and the bailee's customers' insurers. A temporary agreement was effected recently between the laws committee of the National Board and the Inland Marine Underwriters Association, with the Federation of Mutual Fire Insurance Companies being included to some extent. At this time there are 245 stock company and 50 mutual company signatories to the temporary agreement.

Temporary Formula Worked Out

The temporary formula was worked out because of what appeared to be an emergency situation. Public indignation was developing at some points due to delay in receiving loss payments because of the differences between the off-premises insurers and the bailee's insurers. Also there was the threat that the state authorities might take a hand and issue orders or seek to get legislation and the matter would be taken out of the hands of the insurance companies.

The fire insurance people by and large, are not satisfied with the principle of the temporary agreement. They feel that it gives the bailee's insurers an unwarranted advantage, that the bailee cover is primary insurance and should be so recognized. The marine people counter with the argument that the bailee policy provides that there shall be no payment where there is other insurance. To which the fire people say that the 10% off-premises feature is not other insurance, until such time as the assured has elected to make a claim under that provision in his contract. They say that it is an elective proposition, and that if the insured does not elect to claim under it, it does not constitute other insurance.

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State Farm Building Project

Contracts have been let for the construction of five additional floors to the eight story north half of the present home office building of the State Farm companies of Bloomington, Ill. This will add 38,160 feet of floor space to the present building, bringing the total to 196,114 feet.

This will be the third addition to the home office building since the original eight story structure was erected in 1929.

McBride Joins Home as Top Marine Executive

Frederick B. McBride is joining the Home group as vice-president and secretary to direct both ocean and inland marine operations. This will be a new executive position and will not affect the present arrangement of the marine department under John W. Morrow, who continues as secretary. Mr. McBride has resigned as vice-president of Fireman's Fund.

Vice-president Walter F. Beyer, who has been managing the marine depart-



F. B. McBRIDE

ment during Lt. Col. M. E. Sprague's absence while serving in the army, will return to his original duties as vice-president in charge of the automobile department. When Lt. Col. Sprague returns, he will be given supervision of another important division.

Mr. McBride has been engaged in marine insurance for nearly 30 years. He started with Atlantic Mutual. He later resigned to enter the ocean cargo department of Marsh & McLennan, insurance brokers at New York. After serving with the marines in the last war he rejoined Marsh & McLennan as marine manager at Chicago. In 1925 he joined North America at Philadelphia. He was later transferred to Hartford as a marine special agent and then to New York. In 1931 he resigned to go with Fireman's Fund where he first served as assistant manager of the Atlantic marine department and after four months was appointed manager. In 1941 he was appointed a vice-president of Fireman's Fund.

He served as president of American Institute of Marine Underwriters in 1941 and 1942, and is at present a director. He was president of the Board of Underwriters of New York in 1943 and 1944, and is a former member of the joint committee of interpretation and complaint.

He is a former chairman of U. S. American Marine Insurance Syndicates and past president of Salvage Corp. At present he is secretary of the Association of Marine Underwriters of the U. S.; director American Bureau of Shipping; director Board of Underwriters of New York; member board of managers American Hull Syndicate, U. S. Salvage Association and Great Lakes Syndicate. He is vice-president of Inland Marine Underwriters Association and executive committee member of Inland Marine Insurance Bureau.

The Peoria Board of Fire & Casualty Underwriters is holding its annual outing June 28 and the Peoria Association of Insurance Agents is to hold forth July 25 at Mt. Hawley Country Club.

Haefner to Fireman's Breakdown in Fund N. Y. Post

Leslie J. Haefner, vice-president and marine secretary of Fireman's Fund, will assume direct supervision over the operations of the Atlantic marine department pending the appointment of a successor to F. B. McBride, who resigned to become vice-president and secretary in charge of the marine department of Home.

Mr. Haefner has been associated with Fireman's Fund since 1906 at the home office. He was granted temporary leave of absence in 1942 to assume an executive position with the WSA in Washington and subsequently resigned as marine secretary of Fireman's Fund to become director of wartime insurance.

He returned to San Francisco the early part of this year when he was re-elected marine secretary. He was appointed vice-president of Fireman's Fund, Home Fire & Marine and Western National at the directors meeting last week.

Home Honors A. J. Mayer

Home was host at a cocktail party and supper in Peoria to honor Adolph J. Mayer, partner in the Callender & Company agency there, on the occasion of his 50th anniversary with the agency and the 50th year of his representation of Home. Vice-president Leonard Peterson of the head office presented Mr. Mayer with a gold medal, and State Agent D. E. Larson presented him a fine sport coat. R. E. Minner, secretary at the head office, acted as toastmaster. George C. Cundiff, manager of the farm department, Chicago, spoke a tribute to Mr. Mayer's long years of successful agency operation. Agency associates of Mr. Mayer and Home representatives were guests.

Deputie Quebec President

At the annual general meeting and convention of the Insurance Brokers Association of Quebec T. V. Deputie of Montreal, was elected president while chairman is Arthur McBean, Montreal, the retiring president.

Service Found in Underinsurance

A. B. Smillie, Chicago manager of Travelers Fire, in addressing a meeting of DuPage County Insurance Agents Association at Elmhurst, Ill., Tuesday evening on "Insurable Values and Opportunities," warned the producers to apply intelligent selling technique to get insurance, particularly for householders, increased to correspond to present day values.

Underinsurance, he said, is a common, serious breakdown in agent's service today. The companies have been emphasizing the fact that values are up, but like the artillery they can only pave the way and it is up to the agents like the infantry to move in and hold the ground.

To test the opportunity that does exist, Travelers in its Chicago office over a 10-day period requested brokers that were placing renewal orders for dwelling and contents insurance to get in touch with the assured and suggest that he take additional amounts. During that period 40 brokers at the instance of Travelers telephoned their assured, and that group in connection with 64 policies got an increase of \$140,000 insurance and persuaded 14 assured to add extended coverage. That was accomplished with a minimum of selling effort.

Specific Recommendation

Mr. Smillie advised the agent in calling, to make specific recommendation rather than merely to state in general that values were up. He should express an opinion as to the extent of the increase in value that has taken place, at least for risks of the dwelling class. That is flattering to the prospect and causes him to give the matter more serious consideration than he would to the statement that values are up in general.

While the accurate method of valuing household goods is to make a complete inventory and calculate depreciation, a rule of thumb is needed. The most convenient rule is to make a calculation of so much value per room. He said

that one broker estimates that in homes of modest type the value may run about \$500 a room, whereas in the average home the values are about \$1,000 a room.

In homes worth \$10,000 or less, the household contents usually run about 50% or less of the value of the home. For homes of \$10,000 to \$15,000 the values run from 60 to 80%, whereas for homes of \$15,000 or more the contents usually amount to 100% or more.

Dwellings and household goods have been neglected classes during this time of war prosperity, Mr. Smillie declared. Yet, these owners are the ones to whom adequate protection is vital. He pointed out that most homes were purchased with money that was saved during the low income tax period. They must now be replaced with money saved during the high tax period. Hence it is all the more important to see that the values are insured.

Mr. Smillie cited the example of Harry Hyman, Travelers agent at Evanston, Ill., who made a systematic canvass by telephone of 100 persons who were on his books for one or more lines. To that group he increased or sold 83 new policies, and the new premiums amounted to \$2,985.

A. T. Graham, office broker with Standard Accident in Chicago, observed his 80th birthday Saturday, and also his 66th year in the insurance business. He has been all the time in Chicago, starting in insurance at the age of 14, only seven years after the Chicago fire. He was connected with Klee-Rogers for some time, and later was a member of Carolan, Graham & Hoffman, an agency firm whose title later was changed to Eldredge, Carolan & Graham, general agent of United States Casualty in Chicago.

When that agency broke up about 18 years ago, Mr. Graham became a broker, associated in the firm of Carolan & Graham, officing with Standard Accident. He is a past president of the Insurance Institute of America and for about 35 years has been a driving force in the insurance educational movement in Chicago and in the Insurance Club of Chicago.

Insuring Industrial risks? "Manufacturer and Insurance" by Myers tells how. \$3.00 from National Underwriter.

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EDITORIAL COMMENT

Work of the Insurance Women

The meeting of officers and directors of the National Association of Insurance Women in Chicago this week emphasizes a very definite trend of the business that has been noticed the last couple of years or so. This organization now has as members some 97 local clubs in all parts of the country with two more waiting to be admitted. They enroll over 6,000 members. The National body supplies a line of study for women in insurance offices. There have been various services printed for the benefit of the higher ups in the local business but there is little if any material that is adaptable for those entering an agency and yet desiring to learn what their responsibilities are.

The National association undoubtedly realizes the need of a greater amount of knowledge for young women so that they could render a larger service to their employer and the public.

At first there might have been some

suspicion as to what was the object of this National organization. Some feared it might become more or less a trade union but that was far from the minds of the founders.

The work of insurance women in agencies has been emphasized particularly during the war period. They have been called upon to assume bigger burdens and responsibilities. A number of women have had to take charge of agencies as their husbands have gone to war.

There is an urgent need for educational work along elemental lines in all phases of agency work. The officials and directors of the National association have worked along intelligent and practical lines.

This so-called women's movement, having had such a successful start, will undoubtedly grow in momentum, strength and importance in the insurance business.

the case now. Insurance must have a safer and more permanent place not only in the minds but in the hearts of the people.

Mr. Johnson's opinion is that insurance must take a part in solving the great public questions that confront prospects. It should not hide behind its own fences. He said that the life insurance end of the business had done a most exemplary thing when it came out with its own plan for social security. It was not satisfied with what was being done by the government. It felt that a mistake had been made and it did not hesitate to present its plan and back it in a militant fashion. In like manner Mr. Johnson claims that insurance must take a part in all these public controversies and issues. Its position should be known. Its influence when exerted can be great and effective. The good neighbor policy that he presents can well be taken as a goal for public relations efforts.

THE NATIONAL UNDERWRITER has contended right along that the most successful molders of public opinion as to insurance are the producers. They come in contact with the people in a personal way. If, for example, an insurance salesman or an insurance man talked to one person a month about some insurance issue in which his mind was in doubt he would be an apostle. He could gain a man's confidence and he could accomplish far more than any advertising. It is

the face to face contact, the conversation, the answering of questions, the attitude of the producer in defending his cause that produces good neighbor results.

Hence this publication feels that its main responsibility so far as public relations are concerned is to give the agents and other producers facts, argu-

ments, the position insurance occupies. This can form the framework for the talk with premium payers. It will be our mission to transmit all the facts that we have, the correct information, the position that insurance takes, so that the men who sell insurance can formulate a line of argument that will be convincing to their clients.

PERSONAL SIDE OF THE BUSINESS

Clarence S. Pellet, member of the Critchell-Miller agency in Chicago, has been attending commencement exercises at Beloit College, Beloit, Wis. He is a graduate of the class of 1886. He has been a trustee of Beloit for 43 years. He has been a trustee of Chicago Theological Seminary, a Congregational institution, for some 31 years. Another distinguished Chicago agent who is a trustee of Beloit is Wade Fetzer, president of W. A. Alexander & Co. Mr. Fetzer is also a trustee of Northwestern University, Evanston, Ill.

According to word from Nashville, Insurance Commissioner James M. McCormack of Tennessee underwent a major operation at St. Mary's Hospital, Rochester, Minn., and his reaction was satisfactory. There were no details given as to the nature of the trouble but Mr. McCormack had told friends that he had been suffering from gallstones and it seems likely that this was what necessitated the operation. Mr. McCormack became very ill while attending the meeting of the National Association of Insurance Commissioners at St. Paul. He was taken to a hospital there and later in the week went to Rochester to go through the Mayo clinic. He was elected president of N.A.I.C. in absentia.

Owen Murray of Dallas, mortgage investment man and chairman of Paramount Fire, was in Chicago this week, stopping at the Edgewater Beach Hotel. On Sunday afternoon he found that the local Distaff Association, the women's insurance organization of Chicago, was host at the hotel to the officials and directors of the National Association of Insurance Women, holding a meeting in that city. Mr. Murray was introduced to the women and found Mrs. Hugo Dalmar, head of Hugo Dalmar & Co. of Chicago and a secretary of Paramount. Mrs. Dalmar was the second president of the Distaff organization.

Frank J. Brady, assistant chief fire underwriter Fireman's Fund, was honored on his 25th service anniversary at luncheon in San Francisco.

John J. Ahern, who is head of the industrial safety section of the office of chief of ordnance, Chicago, and Mrs. Ahern, announce the arrival of a daughter, Janet Arlene, at Chicago Lying-In hospital. She was born on Father's day, Sunday. Mr. Ahern has been with the ordnance department as a civilian employee since 1942. He is on leave from North America, having been in charge of the metropolitan Detroit territory.

Miss Hazel M. Smith and Victor Kurbyweit, secretary of the local and metropolitan department of Continental, were married June 16 at the Little Church Around the Corner at New York. Be-

fore her marriage Mrs. Kurbyweit was assistant to the personnel director of America Fore. Mr. Kurbyweit is a past most loyal gander of Penn Blue Goose. Following the wedding ceremony there was a reception at the Hackensack (N. J.) Golf Club.

W. S. Gibbons, St. Paul state agent at Wichita, had the happiest Father's Day celebration he could wish for with the return of his two sons from the European theater. Pfc. Walker S. Gibbons has 101 points won in Africa and Italy and expects to be discharged soon. Maj. W. L. Gibbons of the army air forces with 113 points is home on 30-day leave, expecting to be sent to the Pacific. During their overseas service they had never been able to get together and neither knew the other was on his way home.

E. H. Born, assistant manager of the Western Underwriters Association, Chicago, is back on the job after several weeks in the hospital where he underwent an operation.

DEATHS

Joseph Brooks, 64, pioneer local agent of Livingston, Mont., who was associated with Arnold Huppert, secretary of the Montana Association of Insurance Agents, died there. He had served in the legislature, as U. S. commissioner and as postmaster in Livingston.

Louis T. Jourdain, 84, pioneer local agent of Menasha, Wis., who established in 1875 the Jourdain agency now operated by his son, Edmund, died at his home.

Ross J. Carter, local agent of Riverside, Cal., died at the Mayo Clinic, where he had gone with his family physician for a general checkup. He was prominent in civic affairs in Riverside.

John A. Young, 46, special agent at Seattle of London Assurance, died after several weeks' illness. He joined London Assurance the first of this year, after having been manager of the insurance department of Todd-Pacific Shipyards, both at Seattle and Tacoma.

He spent his entire career in insurance, serving as a field man for several of the leading fire offices, both in California and the northwest. His widow, Mrs. Kathryn Young, also has been active in insurance in Seattle.

Frank G. Ensign, 68, Boise, Idaho, local agent, long active in the Idaho Association of Insurance Agents and a regular attendant for many years at N.A.I.A. meetings, died after a six months illness.

W. H. Seaman, Sr., 76, member of the Cooley, Schweikart & Seaman agency, Houston, died there after an illness of a year. This agency succeeded the Chil-

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"YES....15% REPLY ON YOUR INSURANCE CIRCULARIZATION LETTERS IS PRETTY GOOD....BUT WE DO BETTER. WE'VE BEEN GETTING 100% REPLIES."

dress & Taylor agency, established in 1859. The agency will continue under the same management, with Arthur W. Cooley, senior partner, and August P. Kalb, office manager.

Harry B. Matt, 68, retired, former special agent of Great American in Ohio and more recently president of the Matt Insurance Agency at Lancaster, O., was found dead Monday in the Lancaster hotel where he had resided for several years. He was a native of Lancaster, but had resided 25 years in Columbus, before returning to his native city several years ago. A son in the service and two daughters survive. Funeral services were to be held at Lancaster Thursday morning.

Seaboard Life and American General Form Houston Team

HOUSTON—Stockholders of Seaboard Life and American General, insurer, both with head offices here, will which is a composite fire and casualty vote at meetings June 26 on recommendations of the directors to operate as companion institutions and with common ownership. The proposal calls for stockholders of Seaboard Life to receive stock of American General and for the latter company to acquire the stock of Seaboard Life. The latter company will continue to operate as a corporate entity, with Burke Baker as president, Dr. M. L. Graves as medical director, and other officers, directors personnel and agents continuing as at present.

Gus Wortham, president of American General, stated that officers and directors of the two companies had been conferring with Seaboard officers and directors on details for some time.

American General at Dec. 31, 1944, had assets \$6,240,062, premium reserve, \$2,047,416, claim reserve, \$1,565,550, capital \$1 million and net surplus \$1,251,186. Premiums written in 1944 amounted to \$3,122,419, premiums earned

\$2,626,920, losses incurred including adjustment expenses \$1,576,918. It was organized in 1926.

Seaboard Life at Dec. 31, 1943, had assets \$5,089,937, policy reserve \$4,170,597, capital \$200,000 and net surplus \$220,698. Total income was \$1,105,333, disbursements \$462,159. Insurance in force was \$37,417,554. It was organized in 1925.

Graphic Illustration of Increased Cost of Repairs

A graphic illustration of what the insurance companies are up against in the way of cost of repairs, particularly in connection with windstorm losses, is found in an article in the "Evening Star" at Albert Lea, Minnesota. That city was struck by a wind and hail storm May 20 and the loss will amount to at least \$500,000.

The "Evening Star" the other day printed a scale of prices on various types of repairs which, it stated, had been agreed upon at a meeting of adjusters and contractors. As a matter of fact, it is understood that while there may have been one or two adjusters at the meeting, the adjusters were not formally represented and did not enter into any such agreement. The cost of most items in that list, it is said, are just about double what would have been regarded just a few years ago as the very top price for the very best type of work. Here are some of the items on the list:

Plaster, \$5 plus \$1.25 per yard.
Inside paper and paints, 35c-40c per yard.

Roll roofing, \$5-\$6 per square; diamond point (split) roll roofing \$6-\$7 per square.

Hexagon shingles, \$11-\$14 per square.
3-1 square butt shingles \$12-\$15 per square. No. 1 cedar shingles \$15 per square.

Asbestos shingle roof (\$1 each patching), \$20 per square.

Siding wood 30c-35c per square foot.
Siding asbestos \$25 per square.

Mop cap and sheet, \$3 to \$5 per square.
Sanding floors, 8c-10c per foot.
Varnishing floors, 4c-5c per foot.
Outside paint, 30c-40c per yard.
Gutters and downspout, 20-25c.
Ridge roll, 10c-15c.
Outside paint, 30c-40c.
Screens rewired, 8c-10c.

Topping Kills Own Bills in Ill.

SPRINGFIELD, ILL.—The two bills that were introduced in the Illinois legislature by Rep. Harry Topping, who is a prominent local agent of Kankakee and that caused consternation in insurance ranks, Wednesday morning were stricken from the calendar on Mr. Topping's own motion. One measure would have required each company to pay a uniform scale of commissions and brokerage throughout the state and the other would have prohibited the use of coinsurance in any policy covering property used for dwelling purposes. Mr. Topping is a former chairman of the house insurance committee.

HB712 to enable use of the 1943 fire policy in Illinois is on third reading which is passage stage in the house.

The senate bill for appointment of a 10 man interim committee to study rate and tax legislation in the light of the S.E.U.A. decision is at passage stage in the house.

The senate bill removing the limit of 10% of any one bond issue in which an insurer may invest is on second reading in the house.

Insurance Ceremonies at Merchant Marine School

Henry C. Thorn, marine manager of North America and president of the Board of Underwriters of New York, attended the ceremonies at the U. S. Merchant Marine Academy at Kings Point, N. Y., when certificates were awarded to officers who completed the 30-lecture course on marine insurance sponsored by the Insurance Society of New York. Mr. Thorn, on behalf of the Board of Underwriters, presented a wrist watch

to Lt. J. J. Dimock, Jr., of Menlo Park, Cal., who attained the highest marks. The American Institute of Marine Underwriters has established a fund to provide for the refund of tuition fees to all who satisfactorily complete the lecture course and a check covering the refund together with a certificate was presented to each successful student by Arthur C. Goerlich, educational director of the Insurance Society. Among those who attended the ceremonies were President William D. Winter, Atlantic Mutual; Hugh A. Mullins, John F. Curry agency; Henry I. Bernard, Johnson & Higgins; Samuel Gore and Thomas Birdseye, American Marine Insurance Syndicate; James Christie, William State & Co.; Gilbert Oxford, Marine Office of America; Leonard P. Matteson, Bigham, Eglar, Jones & Houston; Edward Ash, Alexander & Ash; W. H. Kerwin, Royal-Liverpool; Roy Thurnall, Atlantic Mutual and J. C. Atherton, C. R. Black & Co., all of whom lectured during the course.

W. Va. Blue Goose Elects

WHEELING, W. VA.—The West Virginia Blue Goose at its annual meeting here elected these officers: Most loyal gander, Carroll Widmann, Home; supervisor, Andrew E. Douglass, Corroon & Reynolds; custodian, James M. Altman, Ohio Farmers; guardian, E. C. Douglass, North America; keeper, Parker Brady, Home; wielder, Dan Walker, Fire Association.

Jamestown Wind Loss \$500,000

Total damage caused by the tornado which struck Jamestown, N. Y., week before last will be far less than the original estimates. It is now believed, on the basis of estimates that are still tentative, that the total damage will not reach \$1 million and that the insured loss will not reach \$500,000.

Big Elevator Fire at Billings

Fire completely destroyed Occident Elevator Co.'s grain and feed mill at Billings, Mont. A valuable storage of ground hay, mixed grain and the makings of other feed concentrates were lost. Marsh & McLennan has the risk, which is also known as the Russell Miller Milling Co. Until 1943 the insurance was in the Mill Mutuals.

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No. Am. Accident Prepares to Enter Life Field

Marshall Field Buys 45% Block of Chicago Company Stock

North American Accident of Chicago, which is one of the important accident and health institutions of the country with premiums in the \$6 million range, is completing arrangements to enter the life insurance field and expects to be prepared to handle business by Jan. 1. President George F. Manzelmann and the management group have been convinced for several years of the wisdom of engaging in life insurance operations but it has required a two-thirds majority of the stock to amend the charter to permit such expansion. A block of 45% of North American stock has been held by Northern Trust Co. of Chicago as trustee for the estate of E. C. Waller, who was president of the company and who died in 1930. The bank had desired to sell that stock for the past several years and had not been willing to vote for the life insurance program.

No Change in Name

Now that stock has been sold to Marshall Field, Chicago and New York newspaper publisher and capitalist. It was purchased by Mr. Field as an investment for the Field Foundation, which finances the Field Museum of Chicago. A meeting of stockholders has been called for June 22 to vote on the charter amendment and, of course, the result is certain. The Forrest interests represented by A. E. Forrest, Jr., vice-president and secretary, own 55% of the stock, and they are committed to the life insurance idea.

The name of the company probably will not be changed except perhaps to incorporate parenthetically in the official title the words, life, health and accident. To insert the word "life" in the title would cause confusion with another Chicago company—North American Life, which is also engaged in the accident and health business. Also there is North American Life & Casualty at Minneapolis.

Retain Walter C. Green

Walter C. Green, independent actuary of Chicago, has been retained as consulting actuary and will handle the variety of technical details that must be disposed of before life insurance operations can be commenced. North American Accident intends to employ a home office life underwriter shortly but will not set up a special life insurance selling unit at the outset.

Three New Directors

The three directors of North American Accident who have been representing Northern Trust Co. have been succeeded by Edward St. Clair, who retired just recently as vice-president and general counsel, and who was formerly a board member; Carl J. Weitzel, vice-president of Field Enterprises, Inc., and L. J. Howe, partner of John Nuveen & Co., Chicago investment house that acted in the transaction. They replace Lamson Date, trust officer of Northern Trust; Sheldon Weaver, trust department Northern Trust, and John R. Heath, attorney.

North American Accident on Dec. 31 reported assets \$5,141,902, premium reserve \$1,877,237, claim reserve \$848,496,

Follmann Named Accident & Health Bureau Manager

Joseph F. Follmann, Jr., on July 16 becomes manager of the Bureau of Personal Accident & Health Underwriters.

This is a new position created by the governing committee of the bureau, which has recognized the growing need of the organization for a full-time representative to handle the many contacts and problems which multiply as **J. F. Follmann, Jr.** the accident and health insurance industry advances in importance in the economic life of the country.

Mr. Follmann graduated in 1930 from the commerce school of the University of Pennsylvania and has since been employed as policy analyst of the Pennsylvania insurance department.

The Bureau of Personal Accident & Health Underwriters, organized in 1914, has concerned itself principally with commercial forms of personal accident and health policies. It now has 39 company members including some of the oldest and largest accident and health, life and multiple line organizations.

Ralph M. Brann, who for many years has served as secretary-treasurer of the bureau, will continue in that position. He and Mr. Follman will occupy enlarged offices at 60 John street, New York.

Michigan Actuaries Elect

Dr. Carl Fischer of the actuarial school of the University of Michigan, Ann Arbor, was advanced to president of the Michigan Actuarial Society at the annual meeting in Detroit. Ward Hartwell, Maccabees, is retiring president.

Alvin Borchard, Michigan insurance department, was named vice-president; Ralph Wade, Michigan Mutual Liability, secretary, and W. H. McCurdy, Liberty Life & Accident, Muskegon, treasurer.

contingency reserve \$300,000, capital \$750,000, net surplus \$865,000.

Net premiums written were \$5,894,705, dividends to stockholders \$120,000, premiums earned \$5,631,453, losses incurred including adjustment expenses \$2,067,854, underwriting expenses \$3,167,310.

The capital consists of 75,000 shares of \$10 par, and the dividend last year was at the rate of \$1.60 a share. The record of North American Accident so far this year has been even better than in recent previous years.

Manzelmann A. & H. Leader

Mr. Manzelmann has been one of the top men in accident and health affairs for many years. He is a past president of the Health & Accident Underwriters Conference and is found on most committees having to do with the welfare and problems of the accident and health business.

He has been a leader in Chicago and Illinois insurance affairs. It is predictable that he will make his mark in the life insurance field not only in the development of a life insurance business but in his contribution to organization effort. He is an all-around insurance man. He started in the accounting department and then switched to agency work. As president he still holds the agency department reins in addition to looking after investments and supervising other departments.

Full-Time Manager for A. & H. Group

Expect to Make Selection
at Annual Meeting to Be
Held in Chicago June 28-29



In view of the success which has attended the efforts of the planning committee of the National Association of Accident & Health Underwriters, headed by E. H. Mueller of Milwaukee, to put the organization on a financial basis which will make possible its greater expansion, it is planned, if at all possible, that the executive board shall elect the new full-time manager or executive secretary, one of the important objectives of the expansion plan, at the annual meeting to be held at the Edgewater Beach Hotel, Chicago, June 28-29.

President Clarence A. Sholl of the National association has designated the officers, executive board members and former national presidents, as a "recommending committee" to investigate the qualifications of any person who in their opinion is qualified for this important post and submit their recommendations to him before the convention.

Setup for Annual Meeting

As the attendance is to be held under 50, in accordance with ODT requirements, President Sholl is emphasizing that only those should attend who are entitled to a vote on either the executive board, the national council or both. Each local association is entitled to only one vote.

The meeting will be strictly business, with no program. The first day, June 28, will be given over entirely to meeting of the executive board, with the nomination of new officers and board members at the afternoon session.

All of the business of the national council will be crowded into the morning session June 29, with reports of officers and committees, election of officers, and selection of convention cities, if any conventions are to be held.

At a luncheon that day, the president's award will be presented to the local association with the most outstanding records and the new officers will be installed, followed by a meeting of the new executive board.

Thefts on Increase, Says FBI Director

NEW YORK—Crime is on the increase, last year having been the busiest in the FBI's history, with hi-jackings and related thefts pyramiding, cases involving interstate shipment more than double the previous year and thefts of government property up 80%, says Director J. Edgar Hoover of the Federal Bureau of Investigation, in an article in "Babaco News," published by Babaco Alarm Systems.

There is a threatened upsurge of gangsterism and much of the hi-jacking is by small, well-organized gangs, according to the FBI chief. He calls particular attention to increase in young criminals, saying that 13.9% of all murderers arrested last year were less than 21 years old, as were 34.5% of all robbers, 51.8% of all burglars, 35.4% of all thieves, 31.3% of all rapists, 31.3% of all arsonists, and 63.1% of all car thieves.

The publication carries a list of 49 truck cargo losses occurring in the last four months, ranging from \$950 to \$49,000 and totaling nearly \$350,000. Goods stolen included clothing, textiles, cigarettes, sugar, and a wide variety of other merchandise.

New Installment of Towner Bureau Rate Reductions

Lines Affected Are Brokers' Blanket Bonds, Commercial Blanket, Blanket Position

The Towner Rating Bureau this week promulgated a new series of substantial rate reductions, the lines affected being brokers' blanket bonds 12, 14 and 19; primary and excess commercial blanket bonds and blanket position bonds. The rate reductions are effective June 15.

For brokers' blanket bonds the basic rates, including the charges for employees in excess of 25, are reduced 10%. The additional premium charge for retroactive restoration is eliminated and the additional charges for misplacement coverage are reduced from 40% to 20%.

For insured with more than 25 employees, the general discount is increased from 46% to 55%, and the premium tables for insured with 25 or fewer employees are decreased accordingly.

The decrease in basic rates together with the increase in the general discount brings about a rate reduction of about 25%. As to retroactive restoration, heretofore this insurance could be purchased by way of a rider only for attachment to form 14. Now it is provided for all three forms with no extra premium.

The rates for primary and excess commercial blanket bonds are reduced 10% and the reduction for blanket position bonds is 15%.

All such risks producing more than \$150 premium are subject to experience rating, and the amount of experience discount is increased for bonds carrying an annual premium of more than \$500. Heretofore, risks with premiums of \$400 or more were subject to experience rating. The practice has been to cut back to \$400 the premium for risks in the \$400 to \$500 range.

On risks producing an annual premium of \$500 to \$1,500 the maximum credit has been 20% and for those with a premium of more than \$1,500 the maximum credit has been 25%.

In revising the experience credit plan to provide larger credits in the case of primary and excess commercial blanket bonds and of blanket position bonds, all risks which now qualify for the maximum experience credit will immediately be entitled to the following maximum experience credits: In the \$150-\$400 bracket, to which no credit was formerly given, the credit will be 10% subject to a minimum annual premium after experience credit of \$150, while any premium between \$187.50 and \$150 is reduced to \$150; between \$401 and \$500, formerly discounted 20% subject to a minimum premium of \$340, now 20%; while any premium between \$469.69 and \$401 is cut to \$275.75; in the \$501-\$1,000 bracket, formerly discounted 20%, now 25% and any premium between \$934.26 and \$1,001 reduced to \$700.75.

In the bracket \$1,001 to \$1,750, formerly discounted 20%, the new discount is 30%, while any premium between \$1,625.92 and \$1,751 is cut to \$1,138.15. In the \$1,751 to \$2,500 bracket, formerly subject to a maximum discount of 25%, the discount is now 35%, and any premium between \$2,308.6 and \$2,501 is reduced to \$1,500.60. Above \$2,500 apply to bureau for credit.

None of these changes apply in Texas.

N. Y. Dept. Prepared Fidelity Shows Slight Gain, Surety Volume Lowest in Five Years

Is Making Careful Study of New and Old Schedules

NEW YORK—The New York department is making a very comprehensive analysis of the experience figures on fidelity and surety lines, particularly in relation to the recent changes made by Indemnity of North America, the Tower Bureau companies, and U. S. Guarantee. While these new filings have been accepted without objection, it appears obvious that the department will want to be completely satisfied that whatever new rates are filed and the existing ones as well are neither too high nor too low. Determination of what is the proper level promises to be on a very searching basis.

While it has been known for some time that the department was anxious to get bond rates down because of the favorable experience, the indications are just as strong that they will not be allowed to get too low. If there should develop a tendency to write the business at too low a rate and make up the difference out of other lines, it will be nipped before any company has suffered appreciable damage.

Some see an analogy between the present state of fidelity and surety business and the competition that raged in the boiler and machinery field a couple of years ago when several prominent companies pulled out of the bureau. The department used its influence and authority to bring insurers into a single fold though it took many months of conferences and disheartening delays. Superintendent Dineen was relatively new in office then but he now has his statistical analysis facilities much better organized and the presumption is that he could move more quickly. Also, the department has just completed a compilation of fidelity and surety figures, published in this issue, whereas when the boiler-machinery rate war erupted it was necessary to send out a call for data on which to base an analysis.

Receiver Files Central Mutual Reports on Claims

The receiver of Central Mutual of Chicago, which blew up Jan. 11, 1937, has filed his fifth and sixth reports on claims with Circuit Judge Finnegan at Chicago. The judge entered an order instructing the receiver to send out notices and gave the claimants in connection with the fifth report until July 16 to file objection, and the claimants covered in the sixth report until July 7.

The fifth report covered claims for return or unearned premiums and includes 1,529 claims for \$63,179. The receiver states that these are subordinate to all other claims and there is no possibility that these claimants will receive any recovery.

The sixth report covers policy claims, attorneys and adjusters fees, supplies, etc. The face value of the claims is \$905,722 and the receiver recommends that they be allowed in the amount of only \$92,066.

The executive committee of the new organization of independent casualty companies is holding a meeting at Chicago Thursday to adopt a constitution, select a name for the group and put on the other finishing touches to make it a duly constituted association.

Only slight gains in fidelity earned premiums in 1944 were registered by companies licensed in New York state in the country-wide experience report compiled by the New York insurance department. The stock companies' earned premiums totaled \$37,966,710 in 1944 compared to \$37,965,339 in 1943, while mutuals wrote \$1,141,330 in 1944 and \$1,040,857 in 1943, and reinsurance companies reported \$3,660,646 last year and \$3,370,790 in 1943. The stock loss ratio went up from 11.3% to 14.8% while the mutuals showed a 3.2 point improvement going from 32.2% in 1943 down to 29% last year. Reinsurance company loss ratio was 24.1% in 1943 and 21.2% in 1944. The stock net underwriting gain dropped from 33.1% in 1943 to 28.7% while the mutual gain went up from 37% in 1943 to 43.6%. The reinsurance company underwriting gain which had shown a sharp decline from 21.7% in 1942 to 11.4% in 1943, rose to 19.3% in 1944. Other figures on a country-wide

basis remained about the same except for lower acquisition and field supervision expenses on the part of mutuals and reinsurance companies.

The country-wide earned premiums and incurred loss and expense ratios are on a net basis after reinsurance.

In the results for New York state which are on a direct basis the stock companies showed a decline in earned premiums which totaled \$7,733,079 in 1944 and \$7,775,526 in 1943, the loss ratio being 14.8% last year and 18% the year before. The mutual earned premium total in New York increased from \$213,902 in 1943 to \$275,307 last year while the loss ratio showed a sharp drop from 64.9% in 1943 to 12.4% in 1944.

Stock surety earned premiums on a countrywide basis hit a five-year low in 1944, totaling \$36,784,172, compared to \$48,439,896 in 1943 and the \$56,735,288 peak in 1942. The loss ratio went up from 3.9% to 7.9% and the expense

ratio rose from 46.5% to 55.4%, thus reducing the net underwriting gain from 49.6% in 1943 to 36.7%. The mutuals increased their surety earned premiums from \$19,663 to \$44,259, losses going up from 29.7% to 34.4%. The increase in volume cut expenses from 86.5% to 36.4% and the 1943 underwriting loss of 16.2% was changed to a gain of 29.2%. The reinsurance company total dropped off from \$5,727,130 to \$3,491,775 in 1944, while losses went up from 17.9% to 35.3%, the net underwriting gain being only 11.9% in 1944 compared to 41.9% the year before.

In New York state stock earned premiums totaled \$5,197,433 with a 4.7% loss ratio in 1944 compared to \$6,242,546 in 1943 when the loss ratio was 16% due to the release of large reserves.

Country-wide totals and experience by companies for both fidelity and surety in 1944 are set forth in the following tables:

| FIDELITY INSURANCE STOCK COMPANIES | | | | | | | | | Analysis of Expenses | | |
|------------------------------------|-----------------|-------------------|----------------|----------|------------------|----------------------------|------------------------|-------------------------|----------------------|--|--|
| | Premiums Earned | Underwriting Loss | Ratios Expense | Net Gain | Claim Adjustment | Acq. and Field Supervision | General Administration | Inspec- tion and Bureau | Taxes and Fees | | |
| 1940 | \$36,832,332 | 22.5 | 53.5 | 24.0 | 7.0 | 28.8 | 13.6 | .7 | 3.4 | | |
| 1941 | 36,799,476 | 19.2 | 53.2 | 27.6 | 6.9 | 29.0 | 13.2 | .7 | 3.4 | | |
| 1942 | 36,295,048 | 21.1 | 55.0 | 23.9 | 8.7 | 28.6 | 13.5 | .7 | 3.5 | | |
| 1943 | 37,965,339 | 11.3 | 55.6 | 33.1 | 7.1 | 30.0 | 14.5 | .6 | 3.4 | | |
| 1944 | 37,966,710 | 14.8 | 56.5 | 28.7 | 7.2 | 29.9 | 15.1 | .7 | 3.6 | | |
| MUTUAL COMPANIES | | | | | | | | | | | |
| 1940 | \$ 757,510 | 53.7 | 30.7 | 15.6 | 7.1 | 6.2 | 15.0 | .1 | 2.3 | | |
| 1941 | 886,056 | 32.8 | 33.0 | 34.2 | 7.4 | 7.2 | 16.0 | .1 | 2.3 | | |
| 1942 | 911,878 | 45.8 | 29.6 | 24.6 | 6.6 | 4.9 | 15.3 | .1 | 2.7 | | |
| 1943 | 1,040,857 | 32.2 | 30.8 | 37.0 | 6.1 | 6.4 | 15.1 | .1 | 3.1 | | |
| 1944 | 1,141,330 | 29.0 | 27.4 | 43.6 | 7.9 | 1.3 | 15.6 | .2 | 2.4 | | |
| REINSURANCE COMPANIES | | | | | | | | | | | |
| 1940 | \$ 2,306,223 | 24.9 | 52.5 | 22.6 | 2.1 | 44.3 | 4.6 | .3 | 1.2 | | |
| 1941 | 2,638,234 | 25.0 | 59.6 | 15.4 | 2.4 | 51.3 | 4.4 | .3 | 1.2 | | |
| 1942 | 2,907,765 | 25.0 | 53.3 | 21.7 | 1.8 | 46.1 | 3.7 | .2 | 1.5 | | |
| 1943 | 3,370,790 | 24.1 | 64.5 | 11.4 | 1.6 | 56.0 | 4.8 | .3 | 1.8 | | |
| 1944 | 3,660,646 | 21.2 | 59.5 | 19.3 | 1.1 | 52.6 | 4.2 | .2 | 1.4 | | |
| SURETY INSURANCE STOCK COMPANIES | | | | | | | | | | | |
| 1940 | \$42,944,688 | 11.9 | 62.0 | 26.1 | 8.9 | 35.0 | 13.8 | 1.0 | 3.3 | | |
| 1941 | 47,852,225 | 10.0 | 59.3 | 30.7 | 7.1 | 34.9 | 13.1 | .9 | 3.5 | | |
| 1942 | 56,735,288 | 12.1 | 55.2 | 32.7 | 6.4 | 32.3 | 12.2 | .9 | 3.4 | | |
| 1943 | 48,439,896 | 3.9 | 46.5 | 49.6 | 5.7 | 25.5 | 11.8 | .9 | 2.6 | | |
| 1944 | 36,784,172 | 7.9 | 55.4 | 36.7 | 5.7 | 31.4 | 14.3 | 1.0 | 3.0 | | |
| MUTUAL COMPANIES | | | | | | | | | | | |
| 1940 | 10,956 | 13.7 | 32.5 | 53.8 | .8 | 18.8 | 10.4 | .4 | 2.1 | | |
| 1941 | 10,920 | 11.6 | 30.6 | 57.8 | .9 | 16.6 | 11.1 | .2 | 1.8 | | |
| 1942 | 9,304 | 13.5 | 32.9 | 53.6 | 1.1 | 22.3 | 7.7 | .2 | 1.6 | | |
| 1943 | 19,663 | 29.7 | 86.5 | —16.2 | 3.7 | 71.4 | 8.2 | .6 | 2.6 | | |
| 1944 | 44,259 | 34.4 | 36.4 | 29.2 | 2.9 | 31.4 | .9 | .3 | .9 | | |
| REINSURANCE COMPANIES | | | | | | | | | | | |
| 1940 | \$ 3,304,879 | 31.4 | 60.5 | 8.1 | 2.8 | 50.6 | 5.4 | .2 | 1.5 | | |
| 1941 | 4,450,092 | 16.7 | 65.0 | 18.3 | 2.6 | 54.8 | 5.6 | .3 | 1.7 | | |
| 1942 | 6,544,332 | 14.3 | 62.3 | 23.4 | 2.1 | 54.0 | 4.2 | .3 | 1.7 | | |
| 1943 | 5,727,120 | 17.9 | 40.2 | 41.9 | 3.4 | 32.5 | 3.2 | .2 | .9 | | |
| 1944 | 3,491,775 | 35.3 | 52.8 | 11.9 | 3.8 | 44.3 | 3.6 | .2 | .9 | | |

*These ratios show results before consideration of federal income tax.

| STOCK COMPANIES 1944 FIDELITY EXPERIENCE | | | | | | | | |
|--|-----------|-------|-------|--------|------|-------|------|------|
| Accident & Casualty | \$ 30,844 | 68.3 | 67.5 | —35.8 | 12.0 | 28.2 | 19.5 | 3.3 |
| Aetna Casualty | 2,048,973 | 13.7 | 60.8 | 25.8 | 8.4 | 30.6 | 18.0 | 3.5 |
| American Auto | 3,713 | 2.0 | 206.9 | —108.9 | 1.6 | 168.6 | 23.8 | .1 |
| American Bonding | | | | | | | | 12.8 |
| American Employers | 338,929 | 15.9 | 54.1 | 30.0 | 4.6 | 35.9 | 10.0 | .4 |
| American Guaranty & Liability | 155,039 | 34.9 | 33.0 | 32.1 | 1.2 | 14.4 | 4.3 | 4.5 |
| American Motorists | 67,303 | 35.8 | 47.2 | 14.0 | 4.8 | 29.0 | 10.5 | .5 |
| American Surety | 3,435,042 | 13.8 | 71.1 | 15.1 | 7.4 | 32.0 | 27.3 | 4.0 |
| Associated Indemnity | 21,302 | —1.2 | 78.0 | 23.2 | 4.5 | 47.4 | 22.3 | .6 |
| Bankers Indemnity | 895 | 4.6 | 119.1 | —23.7 | 30.8 | 77.1 | 5.6 | 5.6 |
| Car & General | 3,785 | 2.6 | 48.5 | 48.9 | 1.8 | 30.5 | 10.7 | 3.2 |
| Central Surety | 1,18,551 | 11.8 | 53.0 | 35.2 | 3.3 | 24.6 | 19.0 | 5.1 |
| Century Indemnity | 331,107 | 29.6 | 55.3 | 15.1 | 10.0 | 29.5 | 10.8 | 1.1 |
| Columbia Casualty | 209,663 | 21.8 | 45.4 | 32.8 | 3.6 | 24.6 | 12.5 | 3.8 |
| Commercial Casualty | 239,690 | 2.7 | 52.2 | 45.1 | 4.0 | 27.8 | 17.8 | .8 |
| Continental Casualty | 620,363 | 54.0 | 49.4 | —3.4 | 10.6 | 15.6 | 19.3 | 3.3 |
| Eagle Indemnity | 151,989 | 5.8 | 50.8 | 43.4 | 8.8 | 27.7 | 11.7 | .5 |
| Employers Liability | 518,017 | 12.8 | 56.1 | 31.1 | 4.1 | 38.1 | 9.9 | 3.6 |
| Fidelity & Casualty | 1,818,850 | 7.8 | 59.4 | 32.8 | 8.3 | 25.4 | 19.7 | 1.6 |
| Fidelity & Deposit | 5,561,517 | 16.2 | 60.0 | 23.8 | 7.9 | 37.3 | 11.1 | 3.3 |
| Fireman's Fund Indemnity | 292,320 | 21.7 | 53.6 | 24.7 | 6.7 | 23.3 | 18.3 | 1.0 |
| General Casualty | 191,833 | 19.2 | 42.1 | 38.7 | 2.3 | 30.3 | 6.3 | 3.0 |
| Glens Falls Indemnity | 253,521 | 18.1 | 60.9 | 21.0 | 12.1 | 27.2 | 16.3 | 1.6 |
| Globe Indemnity | 593,164 | 6.6 | 64.4 | 29.0 | 15.2 | 30.6 | 15.0 | 3.3 |
| Great American Indemnity | 410,087 | 22.1 | 51.4 | 26.5 | 4.9 | 28.6 | 13.0 | 2.1 |
| Guarantee of N. A. | 159,725 | 22.1 | 62.2 | 5.7 | 1.2 | 35.9 | 19.8 | .4 |
| Hartford Accident | 2,327,676 | 11.5 | 43.8 | 44.7 | 4.5 | 22.1 | 13.7 | .5 |
| Home Indemnity | 265,696 | 16.3 | 48.1 | 35.6 | 6.6 | 20.1 | 16.9 | 3.3 |
| Indemnity of N. A. | 1,378,664 | 17.6 | 47.0 | 35.4 | 5.3 | 27.4 | 10.5 | .4 |
| International Fidelity | 28,347 | —6.5 | 79.9 | 26.6 | ... | 10.4 | 67.8 | 1.7 |
| London Guarantee | 119 | ... | ... | ... | ... | ... | ... | ... |
| London & Lancashire | 40,593 | 9.4 | 70.2 | 20.4 | 22.5 | 20.1 | 20.6 | 5.1 |
| Manufacturers Casualty | 61,268 | 39.1 | 68.7 | —7.8 | 15.9 | 35.0 | 10.6 | 2.3 |
| Maryland Casualty | 1,730,841 | 21.3 | 58.2 | 20.5 | 8.4 | 34.2 | 11.7 | 3.3 |
| Massachusetts Bonding | 1,004,962 | 5.2 | 55.5 | 39.3 | 12.0 | 29.7 | 11.0 | 2.4 |
| Merchants Indemnity | 1,836 | 10.9 | 85.9 | 3.2 | ... | 63.8 | 15.8 | 6.3 |
| Metropolitan Casualty | 128,789 | —21.0 | 57.4 | 63.6 | 4.6 | 29.1 | 18.5 | 4.4 |

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To Boost Illinois "Comp" Increase Factor to 20%

Assured of passage it is believed are bills introduced in the Illinois legislature further to elevate the benefit increase factor for workmen's compensation and O.D. to 20%. The factor since 1943 has been 17 1/2%. It seems very likely that these bills will be enacted in lieu of most if not all other workmen's compensation measures that have been introduced during the session. They have passed the house and are in second reading in the senate.

In 1939 the legislature increased benefits other than death indemnities by 10%. In 1941 the 10% increase was made applicable to death benefits. In 1943 the increase factor was boosted to 17 1/2%.

Not Before Committee

The bills were introduced in the Illinois house by Allison, Armstrong, Stransky, Taylor and Thom and were started through the mill without reference to committee.

The only other compensation bill that is making headway is the one introducing the novel feature of increasing by .5% the benefits for each year that the injured employee lacks of being age 60. The bill passed the senate and has been making some progress in the house.

The bill to repeal the provisions limiting the amount of compensation to \$10,000 for causing death by wrongful act has been killed.

A bill was introduced in the Illinois legislature and advanced in the house to second reading without reference to committee, to prohibit an insurer to contract with a non-insurance organization to assume responsibility for losses. This measure appears to be aimed at certain arrangements in the plate glass insurance field wherein a glass company for a stipulated percentage of the premium or a stipulated amount agrees to make all replacements under the insurance contract.

A bill has passed the senate and is making progress in the house to remove the premium reserve credit for reinsurance ceded unless the reinsurer agrees, in the event of insolvency of the re-assured, to pay losses on the basis of the face value of the claim rather than on the amount actually paid to the claimant or assured by the receiver. was killed on third reading in the senate.

Await Rate Cuts for Air Cover

Reductions of about 20% in the public liability (excluding passenger liability) rate and approximately 22% in the property damage liability rate will be announced within the next few days by Aero Insurance Underwriters, Associated Aviation Underwriters, and U. S. Aviation Underwriters. It is understood these changes, which do not apply to passenger liability rates, are for private owners and non-scheduled aircraft. The change will mean that the former P. D. premium for \$1,000 will now buy \$5,000 of coverage, which will be the basic unit.

After serving 31 months in the army, Kenneth M. Williams has been released and will travel Kansas for American Automobile out of Kansas City. Before entering service, he was in the Ohio department of American Automobile at Cincinnati.

C. Frank Cline, special agent in charge of the Los Angeles office of the National Automobile Theft Bureau, has just celebrated his 25th anniversary with the Bureau. Before joining the National Bureau he had been for 10 years with the traffic division of the San Diego police department. He has served five terms as secretary of the Automobile Claims Managers Association of Los Angeles.

Ill. Responsibility Bill Ready to Pass

SPRINGFIELD, ILL.—The prospect for enactment of a New York type financial responsibility bill in Illinois is extremely bright. The measure has passed the senate and is now on third reading or passage stage in the house. It has progressed through the legislature without insurance interests raising a hand in its behalf.

The house bill to create a commission

to study compulsory auto insurance is on third reading in the house, but it is believed, it will not pass.

Union Labor Mutual Auto Formed at Indianapolis

Union Labor Mutual Automobile completed its organization in Indianapolis June 12, electing the following officers: President Ray C. Gilbert, first vice-president, Arnold Atwood; vice-president, Chas. W. Kern, and Morris H. Crain, secretary-treasurer. In addition to the officers, the following are directors,

Powers Hapgood, Carl Vestal, Thos. R. Huston, Posey D. Denning, Francis H. Hughes, Guy E. Morrison and E. L. Kenney.

All officers and directors are affiliated with labor unions except Morris H. Crain, who was formerly state agent of St. Paul Fire & Marine, Mr. Denning, who is regional director of the War Manpower Commission, Mr. Hughes, who is attorney for the company, and Mr. Morrison, a life insurance salesman.

The purpose of the company is defined as "for the benefit of labor unions and their families and to enable them to purchase insurance on a cooperative basis."



MEET:
"Old Man Apathy"

Our June advertisement in business, banking and general publications pictures this typically indolent and carefree hobo, ambling down a railroad track. Content with little and wholly unmindful of world-stirring events, his name might well be, "Old Man Apathy."

Unfortunately, apathy blinds many people to the fact that through *your* services—*good insurance service*—many accidents can be prevented, many losses avoided, many lives saved.

The primary purpose of our advertisements is to help agents and brokers tell the story of the great good that comes from efficient and conscientious insurance service.

New and effective sales aids for our agents are constantly being developed.

We have openings for agents in various territories. If interested, address Agency and Production Department, AMERICAN SURETY GROUP, 100 Broadway, New York 5, N. Y.

Dependable

AMERICAN SURETY COMPANY

100 BROADWAY • NEW YORK



As America

NEW YORK CASUALTY COMPANY

AGENTS AND BROKERS EVERYWHERE

ACCIDENT AND HEALTH

C. Truman Redfield Takes His Son Into Partnership

C. Truman Redfield, head of Redfield Associates, Chicago managers of Mutual Benefit Health & Accident and United Benefit Life, has taken into partnership his son, Duane Redfield, who has just received an honorable discharge from the marines after 2½ years service with the third marine raider brigade in the south Pacific ranging from Bougainville to Guam, where he was seriously wounded, but has now entirely recovered.

Before entering the service, Duane Redfield completed three years at the University of Oregon, specializing in business administration. He will become

active in the affairs of the agency July 1, familiarizing himself with the operations of all of its departments.

Truman Redfield has been in charge of the companies' affairs in Chicago nearly 15 years, having previously been in the home office at Omaha, and has built up one of their largest and most successful agency organizations.

Complete Second Purdue Course

There were 22 enrollments from 13 states for the second accident and health course given at Purdue University, but only 18 completed the course, the other four having had to drop out for various reasons. About half were home office people, one-fourth general agents and managers and the other fourth produc-

ers and beginners, including one woman, who was not yet licensed as an agent.

Clarence A. Sholl, president National Association of Accident & Health Underwriters, addressed those who completed the course on "What We Can Do For Each Other and For Society." He stressed the comradeship and good fellowship developed among members of the local associations and the National and the close cooperation between National association members and the companies. He emphasized the ever-growing responsibility of better service to policyholders, which builds public good will for the business, and greater prestige for the agent and company.

Harold Gordon Addresses Seattle Managers Club

The Seattle Accident & Health Managers Club held a dinner session at which Harold R. Gordon, managing director of the Health & Accident Underwriters Conference, spoke. Vice-President C. H. Tull presided in the absence of President Herb Crockett, who was recovering from an attack of pneumonia. Mr. Gordon dealt principally with legislative problems confronting the industry and stressed the need of unified action on the part of the many diversified interests and organizations within the business.

A luncheon session also was held to consider amending the by-laws to permit admission of certain types of company representatives not heretofore eligible. The matter will be considered further by the executive committee, which will report at a later meeting.

Continental Casualty Develops Special Air Cover

A special plan of flight protection developed by Continental Casualty's aviation accident division has been approved for its civilian employees by the air technical service command of the army air forces at 20 commands and districts over the United States. The coverage consists of adapting existing coverages for this market.

Continental Casualty's plan covers air travel of ATSC civilian employees anywhere in the western hemisphere in any type plane, military, commercial or private, both on and off duty. It provides \$5,000 for loss of life, dismemberment benefits up to \$5,000 and \$25 weekly accident indemnity. The protection is available immediately at \$25 a year to all.

With army officers and the Civilian Welfare Association at Wright Field, Dayton, O., Manager Robert F. Baldwin of the B. C. Coleman Agency, Dayton, was chiefly responsible for evolving details of the plan selected by ATSC Civilian Welfare Associations throughout the country.

Celebrate Membership Gains

Culminating an intensive 30-day membership drive, the Cleveland Association of Accident & Health Underwriters celebrated with a cocktail and dinner party. The membership was increased from 66 to 125. President Walter Watt has announced a new goal of 200 members by the end of 1945.

Cornelius G. Scheid, a leading producer of New York Life, spoke on the "Philosophy of Selling."

Thomas Heads Utah Club

SALT LAKE CITY—C. A. Thomas, general agent of North American Accident, was elected president of the Utah Accident & Health Club at the annual meeting. He succeeds A. Harry Good, Kolob Corp. Other officers are: Vice-president, George B. Owen, Retail Credit Co.; secretary-treasurer, Parley Woolsey, Walker Insurance Agency; executive committee, Walter M. Jones, Business Men's Assurance; R. K. Grantier, Paul Revere Life; A. E. Buckwell, Travelers; D. C. Stephens, Security Life &

Accident; Hazen Exeter, Pacific Mutual Life, and Mr. Good.

Mass. Bonding Hospital Extension

Massachusetts Bonding has made its hospital expense policy available to children from 1 year up and will permit issuance of the surgical or surgical-medical riders to juvenile risks. Children are charged the same premiums as adults, boys paying the male rate, girls the female rate. A companion policy must be carried by either parent or legal guardian. Unemployed women are accepted for indemnity up to \$5 per day, including surgical or surgical-medical coverage, without requiring a companion policy. The indemnity limit for male risks has been increased to \$6 per day.

Wagner Bill Costs High

From 12½ to 20% of payroll may be the ultimate annual cost of compulsory social security, if proposals contained in the new Wagner-Murray-Dingell bill are adopted, E. H. O'Connor, executive director Insurance Economics Society, declared before the Civitan International conference at Charlotte, N. C. The proposed extension of old-age and survivors' benefits alone may mean an ultimate annual cost of \$11 billion or more.

The tax program outlined by Senator Wagner, when introducing the measure, appeared to indicate a pay-as-you-go program for old-age benefits, rather than the accumulation of full reserves, he pointed out. A 3% payroll tax is unlikely to finance fully the proposed medical care and hospitalization program.

New A. & H. House Organ

American Hospital-Medical Benefit of Detroit is now getting out a house organ, "Hospitality." On the cover is featured each time one of the participating groups, such as Michigan State highway department, Detroit Edison, Gray Marine Motor Co. It is sent to all groups in Michigan having 25 or more employees, to all hospitals and doctors.

COMPENSATION

N. J. Premiums Up; Bureau Elects

NEWARK—At a special meeting of the New Jersey compensation rating and inspection bureau the following companies were elected to the governing committee: New Jersey Manufacturers Casualty, Travelers, Lumbermen's Mutual Casualty and Aetna Casualty.

Bernard Hamilton, bureau chairman, reported a further increase in premiums in 1944. The recession, expected because of the drop in construction work, has not materialized and the 1943 volume \$40,013,280 was increased to \$40,792,964 in 1944.

It is anticipated that termination of the war will result in the filing of many new claims and the reopening of old ones, the report pointed out. Already there has been some such experience and more may be expected. Unemployment compensation insurance, and to some extent social security, may re-

Insurance—Experienced casualty and surety field men for Central Pennsylvania by a leading established casualty company. Reply setting forth experience, age, draft status, availability and all applicants will be interviewed. Address B-94, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

Large Casualty Company has openings nation wide for experienced special agents. Address B-95, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

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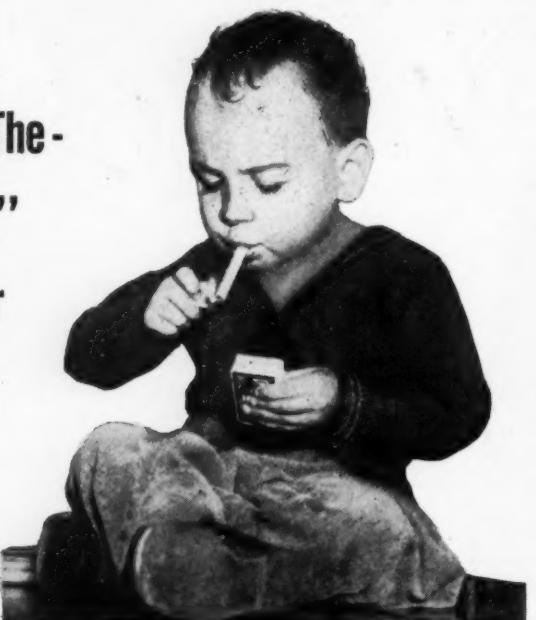
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and women and juvenile life for children. Territory open in 30 states.

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DETROIT - - - MICHIGAN

lieve the pressure on workmen's compensation, particularly in the more questionable cases.

The number of assigned risks has diminished materially, from 494 in 1942 and 422 in 1943 to 266 in 1944. Premium volume, however, was maintained. The policies issued in 1942 carried estimates totaling \$203,850, in 1943, \$216,055, in 1944, \$222,525.

The New Jersey Manufacturers Casualty led in compensation premiums in 1944 with \$6,776,295. Liberty Mutual was second with \$4,421,341.

Minn. Compensation Bureau Brief Upholds Rate Hike

ST. PAUL—Increased benefits under the new Minnesota law range from a minimum of 20% to a maximum of 66.7%, while the companies are asking an overall increase of only 7.4%, the Minnesota compensation rating bureau states in a brief filed with the Minnesota compensation insurance board. The brief denies that the information filed by the rating bureau at the May 28 hearing was "flimsy," as charged by some of the protestants.

"The data used are factual and not flimsy," the brief declares and explains in detail the accepted methods of compensation rate-making as used in Minnesota and other states.

Summing up its arguments, the brief says: "It is a fact that benefits have been materially increased. It is a foregone conclusion that more money will be required to make indemnity payments under the new law than under the old law."

June 15 was the deadline for filing briefs but an extension was granted some of the protestants. It is believed the board will make its decision before the end of June.

Menominee Plan Deferred

MENOMINEE, MICH.—The Menominee city council has deferred action on a proposal that the city become a compensation self-insurer. The proposed plan provides for a \$10,000 fund with an excess policy costing \$300 a year. Under a private insurance the premium would be \$2,200 a year.

Ralph W. Wells, J. W. Wells Lumber Company, reported that his company had become a self-insurer in the late '20s and had accumulated a \$29,000 surplus but later it underwent a cycle of accidents which wiped out the reserve and resulted in a \$7,000 deficit. The lumber company then returned to private insurance.

Kill Wis. Probe Resolution

MADISON, WIS.—The joint resolution calling for an interim legislative investigation of the Wisconsin industrial commission's administration of the compensation act, was killed in the senate after it was adopted by the assembly by a 70 to 14 vote. Charges were made that large companies with their frequent contacts with the commission, had the advantage over injured workmen at hearings for compensation.

PERMANENT POSITIONS. A leading Casualty and Surety Company has two openings in its Milwaukee Branch Office for men with proper qualifications.

1. Casualty and Surety Special Agent with underwriting experience.
2. Combination Engineer and Auditor.

These positions will be permanent for right parties with excellent opportunity for advancement. Salary, expenses and an automobile. Please state education, experience and salary expected. All replies confidential. Address B-96. The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

A fast growing substantial mid-west casualty company would like to employ several ex-service men who have had previous direct selling experience and are interested in soon qualifying as Branch Managers. Address B-99. The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Additional Ringling Circus Payment on Hartford Claims

HARTFORD—Edward S. Rogin, receiver for the claimants against the Ringling Brothers-Barnum & Bailey circus, has received a check for \$50,000 from the circus corporation.

In the agreement reached earlier between the circus and a committee representing the Hartford County Bar Association, the former agreed to turn over all its earnings until all claims against it as a result of the fire last July had been satisfied. Though no actual payment is required under the agree-

ment until the end of this year, the circus voluntarily made the \$50,000 payment.

Ringling's had deposited \$375,000 in cash with Mr. Rogin when it left Hartford, and \$5,000 additional to cover incidental expenses. Proceeds of the \$500,000 catastrophe policy in London Lloyds will also be turned over from time to time as payments are made in satisfaction of claims and an additional \$370,000 is expected to be made available shortly in the form of rebate of admission taxes by the federal government. There was a fire insurance policy of \$125,000 on which a loss of only \$60,000 was collected, but the circus has

agreed to make up the difference for the benefit of the claimants.

Hay-Rack Cover Required

MADISON—The governor has signed the bill requiring persons engaged in furnishing hay-rack, sleigh-ride or other similar transportation for hire in counties of 300,000 or over, which confines it to Milwaukee, to provide liability insurance of \$10,000/\$50,000 limits. Another bill was signed which permits the writing of liability, steam boiler, burglary, plate glass, sprinkler, elevator, livestock, automobile and other casualty coverages in one policy.

When you represent the

you have behind you a company with an unchallenged reputation for square dealing and an unblemished record for the prompt and equitable settlement of its obligations.

FIDELITY AND SURETY BONDS — BURGLARY, ROBBERY, FORGERY, GLASS AND OTHER NEEDED FORMS OF INSURANCE

FIDELITY AND DEPOSIT COMPANY OF MARYLAND

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CHANGES IN CASUALTY FIELD

Travelers Promotes Beck and Six Veterans

Lester F. Beck has been named a secretary of the compensation and liability department of Travelers and Guy H. Barney and Stanwood A. Melcher, branch office supervisors, have been advanced to assistant comptrollers.

James L. Grant, I. H. Schlesinger, J. D. Griffin and Richard H. Butler are now assistant secretaries of the compensation and liability department.

Mr. Beck graduated from Beloit College and the University of Chicago law school. While attending law school he



L. F. Beck

was a broker for W. A. Alexander & Co., in Chicago. In 1935 he went to the National Board as assistant counsel of the committee on laws and in 1938 to the National Automobile Underwriters Association as counsel. In 1941 he became insurance adviser to the chief of ordnance of the War Department in Washington and in 1942 he was named chief of the insurance division, office of procurement and material of the Navy Department. He left government service to become vice-president of the Pennsylvania Casualty at the end of 1943 and assisted in the reorganization of that company from a specialty to a multiple-line company. He went to the Travelers late in 1944.

Mr. Barney joined Travelers in 1916. After serving as cashier at Springfield, Mass., Syracuse, Reading, Pa., and Montreal he went to the home office in 1919. He was appointed to the comptroller's staff in 1921 and made a branch office supervisor in 1927.

Mr. Melcher went with Travelers in 1916 and served as cashier in Baltimore. He served in the navy in the former war and then became a general assistant, first in the Pittsburgh and then in the

Montreal branch. In 1921 he was transferred to the comptroller's department at the home office and later was appointed branch office supervisor.

Mr. Grant has been with Travelers since 1910 and has been both a supervising underwriter and a chief underwriter. Mr. Schlesinger joined Travelers in 1915, serving as an assistant underwriter, supervising underwriter and chief underwriter in the casualty department. Mr. Griffin joined Travelers in 1924 and has had long experience as an underwriter, supervising underwriter and chief underwriter in the casualty department. Mr. Butler has been with Travelers since 1931 and has done a great deal of casualty actuarial work and has represented Travelers in many organizations handling technical casualty work.

W. I. Dillon Takes Va. Surety Post

William I. Dillon has joined Virginia Surety of Toledo, O., as executive vice-president and will be the active operating officer. He resigned as treasurer of Utilities of St. Louis to accept the new position. At one time for several years he was with the old Chicago Lloyds.

Century Indemnity Makes Changes in Claim Managers

Richard K. McWilliams, manager of the Hartford claim division of Century Indemnity and Standard Surety & Casualty, has been named manager of the companies' Boston claim division to succeed Harold B. Kiefer. Mr. Kiefer will be assigned to production activities in another territory to be announced later.

Arthur K. McFadden, formerly of the home office claim division of the companies, has been named manager of the Hartford claim division to succeed Mr. McWilliams.

John R. Alexander, manager of the Pittsburgh claim division, is being transferred to the Philadelphia claim division. His headquarters will be in Allentown. Robert K. Molloy of the Philadelphia claim division has been sent to Pittsburgh as manager to succeed Mr. Alexander.

Hetrick in Los Angeles Post

Thomas Hetrick, recently discharged from the army, has joined the office of the California Agencies in Los Angeles as a casualty underwriter. For three years before entering service he had been with Continental Casualty at the home office.

Dardin Assigned to Kenosha

Leo F. Dardin, special agent for 13 years of American Mutual of Milwaukee, has been assigned to Kenosha, Wis., as special agent.

Bids on Coast Improvement Project

LOS ANGELES — Dressi-Bevanda Constructors, Inc., and Macco Construction Co. of Los Angeles have been announced as the low bidders on the Lytle and Cajon improvement project by the U. S. engineers office. Their bid was for \$2,528,350. Bonds on the project will be executed by Hartford Accident and Fidelity & Deposit.

Specialty trained men from our staff available for audits on Motor Cargo Lines, subject to I.C.C. Endorsement B.M.C. 32, to determine financial condition and outstanding claims.

Audits and inspections in connection with all types of Inland Marine and Ocean cover.

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COMPANIES

E. M. O'Callaghan Becomes Treasurer of Utilities

E. M. O'Callaghan, who has been treasurer of Preferred Fire of Topeka, is moving to St. Louis to serve as treasurer of Utilities of that city. He takes the place of William I. Dillon who has gone with Virginia Surety of Toledo as executive vice-president. Preferred Fire and Utilities are companion companies.

Western Companies Cut Arrearages on Dividends

Another reduction in the arrearages on the preferred stock of Western Insurance Securities Co. was made when directors ordered a dividend of \$5.50 a share, payable July 2. The payment represents \$4 on the accumulations and the regular dividend of \$1.50 a share. The accumulations will thus be reduced to \$20, a cut of \$16 a share in about a year's time. President Ray B. Duboc said that at the present rate the preferred will be current by October 1946.

Net premium income of the two operating subsidiaries of the company, Western Casualty & Surety and Western Fire, in the first four months of 1945 amounted to \$1,688,576, an increase of \$5,000 over a year ago.

Substantial Net Gain

Taking into account the increase in market value of securities, investment income and underwriting gain, the net gain to stockholders for the four months was \$131,920, equal to \$3.37 a share on the 35,000 shares of class A stock after provision for the regular 6% dividend on the preferred.

Admitted assets on April 30 were \$8,573,097, up \$102,252 for the four months.

Plan West American Increase

LOS ANGELES—West American has filed application with the California department for authority to issue 30,000 shares of stock at \$10 per share, par value, for sale to stockholders of record May 31. The authorized capital is \$1 million, divided into 100,000 shares, of which 30,000 already have been issued. The purpose of the capital increase is to permit the company to qualify to write multiple lines in other states than California.

Ohio Casualty is now the chief stockholder.

Divorce Insurers from Union

DES MOINES—Directors of the Iowa Farmers Union have adopted a resolution which would sever the farm group from two insurers, Farmers Union Life and Farmers Union Mutual Automobile, both of Des Moines. The resolution would permit the two companies to drop the words "Farmers Union" from their name.

The automobile company was organized in 1928 and is now headed by C. N. Rogers.

Although originally organized by officers of the Farmers Union, the companies have been operated separately, although occupying offices in the same building with the Farmers Union organization.

Project New Ariz. Insurer

Steps are being taken to organize a stock casualty company at Tucson, Ariz. The objective is a capitalization of \$300,000 and those interested in the project state that they are nearing their goal. R. G. Horwitz, who was formerly interested in Highway Mutual Casualty of Chicago, and now resides in Arizona, is one of the principal men interested in the project. Thomas Howard of Howard's Insurance Agency of Tucson is also interested.

ASSOCIATIONS

Sommers Now President of Knockers Club, Chicago

At the annual meeting of the Knockers Club of Chicago held at Elmhurst County Club, Byron Sommers, manager of Manufacturers Casualty and Manufacturers Fire, Chicago, was elected president; Harold C. Willard, assistant manager of the Chicago branch office of London & Lancashire Indemnity, secretary-treasurer.

Prize for first low net went to John Murphy of Royal Indemnity and second low net to Elmer Sanderson, W. A. Alexander & Co. Blind bogey was won by H. F. Liebrock of H. F. Liebrock & Co.

Frank B. Belcher, attorney, Los Angeles, spoke before the Casualty Insurance Adjusters Association of Southern California on the case now before federal court here of U. S. vs. Standard Oil Co., brought to recover costs of hospitalization and salary paid to a soldier who had been struck and injured by a truck belonging to the oil company.

E. H. O'Connor, executive director of the Insurance Economics Society, addressed a joint meeting of the Dodge City (Kan.) Association of Insurance Agents with the Rotary, Kiwanis and Lions Clubs on "Is Compulsory Social Security Digestible?" About 200 were in attendance.

PERSONALS

Masons associated with the Ohio Farm Bureau companies at Columbus have organized the Farm Bureau Trowel Club and will hold memorial services next Sunday, following a breakfast, for

ANCHOR
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ST. PAUL, MINNESOTA

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BURGLARY
LIABILITY
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Jess L. Howison and A. L. Odebrecht, who have died within the last year. Andrew J. White, Jr., of the law firm of Knepper, White & Dempsey, district deputy grand master of Ohio Masons, will speak. Herbert E. Neu is president of the club and C. L. Jordan secretary.

George A. Holt, 64, for nine years president of Commercial Travelers of Utah, died at his home in Salt Lake City, following a brief illness. He was a director of Pacific National Life.

Clinton W. Walden, 61, an adjuster for Aetna & Casualty for 23 years, died in St. Louis.

Joseph W. Brislaw, 65, formerly Washington industrial commissioner, died in a Seattle hospital after a long illness.

Safety Clinic at Wausau

WAUSAU, WIS.—A two-day technical clinic on subjects relating to industrial safety was held here. Fred W. Braun, vice-president and chief engineer of Employers Mutual Liability, analyzed accident investigations. Dr. Milton Kronenberg, Caterpillar Tractor Co., Peoria, Ill., spoke on "Putting the Returning Veterans on the Job," and emphasized the necessity of adequately safeguarding their welfare. Harry A. Nelson, Madison, director of workmen's compensation of the Wisconsin industrial commission, spoke on "The Employers' Responsibility," and Dr. Paul A. Brehm, Madison, supervisor of industrial hygiene of the Wisconsin State Board of Health, on "Controls and Problems." Industrial fire prevention was discussed by Edward Wischer, Milwaukee fire department chief of instruction and training, and a demonstration for determining volatile fumes and liquids was given by I. F. Statz, Madison, state industrial commission.

Costly Pa. R. R. Wreck

The underwriters face another possible loss in a train accident as the result of the collision at Milton, Pa., between the Pennsylvania Railroad's Dominion Express and a freight train. Eighteen persons were killed and 30 injured. The Pennsylvania Railroad carries an excess cover with London Lloyds through Marsh & McLennan.

Kansas Casualty Additions

Below are given additional figures on Kansas casualty business in 1944 and the corrected totals. The figures include fire, theft, etc., of auto full cover companies: Casualty Indemnity Exchange—total premiums \$1,674, no losses, all general liability; Casualty Reciprocal Exchange—total premiums \$68,315, total losses \$38,149, auto liability \$17,289 and \$12,205; other liability \$3,743 and \$40; W. C. \$38,125 and \$20,045, plate glass \$94 and no losses, and P. D. & Coll. \$7,841 and \$5,057; Consolidated Underwriters—total premiums \$130,124, total losses \$64,984, auto liability \$9,612 and \$989, other liability \$5,834 and no losses, W. C. \$100,608 and \$60,013, P. D. & Coll. \$8,834 and \$2,611; Farmers Auto of Cal.—\$339,682 and \$147,433, auto liability \$103,801 and \$18,496, other liability \$441 and \$5, P. D. & Coll. \$147,076 and \$99,958; Manufacturers & Wholesalers Indemnity of Colo.—\$32,108 and \$10,265, auto liability \$10,31 and \$3,976, other liability \$4,929 and no losses, P. D. & Coll. \$10,660 and \$4,084; Missouri Auto Club—\$15,924 and \$5,120, auto liability \$4,937 and \$844, P. D. & Coll. \$6,524 and \$3,524; Truck Insurance Exchange of Cal.—\$60,504 and \$24,126, auto liability \$19,208 and \$6,308, other liability \$3,933 and \$962, W. C. \$4,335 and \$1,348, P. D. & Coll. \$20,138 and \$12,341; State Auto of Iowa—\$102,333 and \$45,117, auto liability \$37,321 and \$12,722, other liability \$1,196 and \$270, fidelity-surety \$2,154 and \$354, P. D. & Coll. \$39,373 and \$22,770, A. & H. \$1,725 and \$242; Truck Insurance Exchange of Cal.—\$60,504 and \$24,126, auto liability \$19,208 and \$6,308, other liability \$3,933 and \$962, W. C. \$4,335 and \$1,348, P. D. & Coll. \$20,138 and \$12,341.

Corrected totals: Total premiums \$17,292,717, total losses \$7,792,186; auto liability \$3,236,246 and \$814,923; other liability \$754,387 and \$132,819; W. C. \$4,311,859 and \$2,265,481; plate glass and burglary-theft, same as shown last week, and P. D. & Collision \$2,410,630 and \$1,189,953. Accident and health corrected total: \$5,146,548 and \$2,950,560.

Want direct-mail sales aids in accident and health? Write The A. & H. Bulletins, 420 E. 4th St., Cincinnati 2, Ohio.

1944 Kansas Casualty Leaders

| | 1944 | 1943 | 1942 | 1941 | 1940 |
|------------------------|----------------|----------------|----------------|----------------|----------------|
| Travelers | 627,406 | 644,502 | 478,390 | 340,404 | |
| Travelers Ind. | 414,980 | 438,213 | 414,565 | 378,775 | 359,315 |
| State Farm Mu. Auto. | 822,928 | 685,263 | 657,623 | 561,802 | 384,543 |
| Business Men's Assur. | 601,771 | 214,808 | 170,063 | 138,590 | 123,963 |
| Hartford Acci. | 593,167 | 564,751 | 486,170 | 630,198 | 425,404 |
| Fidelity & Casualty | 589,429 | 588,598 | 317,466 | 209,858 | 204,369 |
| Mutual Benefit H. & A. | 552,671 | | 413,204 | 354,532 | 326,364 |
| United Ben. Life. | 20,304 | 5,073 | 3,240 | 1,971 | 1,832 |
| Employers Mut. Cas. | 520,137 | 445,813 | 394,122 | 394,670 | 307,482 |
| Farm Bur. Mut., Kan. | 501,376 | 417,791 | | 260,284 | 163,892 |
| Liberty Mutual | 446,868 | 506,505 | 343,106 | 214,779 | 130,271 |
| Zurich | 430,529 | 130,681 | 118,466 | 113,686 | 121,960 |
| Amer. Guar. | 1,222 | 1,548 | 2,179 | 1,357 | 54 |
| U. S. F. & G. | 424,349 | 328,767 | 361,568 | 261,770 | 288,855 |
| Travelers Indem. | 414,080 | 438,213 | 414,565 | 378,775 | 359,315 |
| Continental Cas. | 411,078 | 369,000 | 348,459 | 301,084 | 273,044 |
| Continental Assur. | | | | | |
| National Cas. | 49,263 | 49,073 | 53,715 | 63,510 | 58,933 |
| Metropolitan Life | 350,231 | 444,782 | 254,266 | 141,713 | 133,903 |
| Farmers Auto. Cal. | 339,682 | 262,184 | 248,244 | 242,168 | 195,500 |
| Aetna Casualty | 324,703 | 355,040 | 315,720 | 319,253 | 285,752 |
| Aetna Life | 315,070 | 640,286 | 339,014 | 162,537 | 90,127 |
| Maryland Cas. | 302,180 | 312,678 | 328,852 | 253,050 | 209,292 |
| Hardware Mut. Cas. | 297,775 | 240,340 | 201,546 | 182,385 | 153,887 |
| Western Cas. & Surety | 272,911 | 348,959 | 599,909 | 287,632 | 229,835 |
| Prudential | 267,586 | 229,348 | 144,643 | 46,832 | 14,415 |
| Natl. Mut. Cas. | 254,071 | 214,757 | 211,731 | 209,536 | 204,163 |

III. Medical Service Bills

Bills have been introduced in the Illinois house and senate authorizing creation of medical service plans. They are sponsored by the Illinois Medical Society. The house judiciary committee gave the bill a pass recommendation.

This bill permits a medical service corporation to be organized by at least

seven residents, the majority to be doctors. Administration of the act will be placed in the insurance department and the rates would have to be approved by the insurance director.

An aid to hospitalization sales—the Hospitalization folder. Get samples from The A. & H. Bulletins, 420 E. 4th St., Cincinnati 2, Ohio.



The real test of an insurance company is not the number of years it has been in existence, but how it has conducted itself during its lifetime.

The substantial progress we have shown during the past quarter-century has laid a solid foundation for the building of a promising future. The record thus far achieved is an inspiration for constant and expanding efforts to promote further growth and development.

To the invaluable loyalty and support of our agents . . . the confidence and satisfaction of our policyholders . . . and to all others who have contributed to this record, we take this means of paying grateful tribute.



1945 Edition of Time Saver Is Now Available

Policies for miners, teachers, nurses, farmers, air pilots, executives, business and professional women, hospitalization contracts for individuals and for families with hundreds of other commercial accident and health contracts are accurately described in the new 1945 Time Saver which has just come from the press. This annually published red book of the disability insurance business describes more than 1,000 policies. The book does not limit the number of policies shown for each company to so-called leading contracts. It shows all the disability policies of a company. The contracts for each company are grouped together. Endorsements and riders are explained. Rates for all ages men and women and all classifications are stated. Limitations or exclusions of each policy appear in full.

The Time Saver is issued annually. While most of the book is devoted to contract explanations other sections contain useful information for agents.

The financial statement section gives premiums, losses, asset figures of practically all the companies.

For the first time in the Time Saver premiums earned and losses and adjustments incurred are given instead of premiums written and losses paid as formerly. The new figures show a larger ratio for losses to premiums than before. Also in the financial statement part of the Time Saver a more complete showing of group accident and health premiums and losses has been included. The table of non-cancellable (guaranteed renewable) premiums and losses is brought up to date. The income, expenses and assets for Blue Cross hospital plans in effect throughout the country are shown.

A chart at the end of the 1945 Time Saver shows money earned at various ages for life expectancy at given salaries.

Fire, Casualty and Surety Reinsurance

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C. S. KUHN, Vice President and Secretary

Chicago Columbus Dallas Detroit Houston Offices Los Angeles Newark St. Louis San Francisco

Other helpful sales pages have also been added to this part of the book.

The 1,000 page 1945 Time Saver is bound in limp binding and priced at \$4 per copy. The book is published by THE NATIONAL UNDERWRITER.

Michigan Assigned Risk Plan Renames Officers

DETROIT—More than 500 applications for automobile insurance have been submitted to the Michigan automobile assigned risk plan since its inception Aug. 12, 1943, A. S. Cowlin, manager, reported at the annual meeting. There has been no appreciable increase in the number of applications submitted since the first of the present year, when Michigan's financial responsibility act began to be more rigidly enforced, he said.

Captain Skvarda and Sergeant Childs of the Michigan state police pledged support in the problem of recertification.

American Automobile was elected chairman of the governing committee for the ensuing year. Standard Accident was reelected secretary and Michigan Mutual Liability reelected treasurer. Other companies reelected to the governing committee were Auto Owners, Citizens Mutual, Detroit Automobile Inter-Insurance Exchange and Wolverine. Eighty carriers, stock, mutual and reciprocal, were represented at the meeting.

New Ore. Assigned Risk Plan Governing Committee

PORLAND, ORE.—At the annual meeting of the Oregon automobile assigned risk plan a new governing committee was elected, composed of Fred Reed, Great American Indemnity; E. J. DeVoe, General Casualty; E. E. Williams, Employers Mutual Liability; W. J. Braddock, Farmers Automobile Inter-Insurance Exchange, and Paul W. Knaupp, State Farm Mutual Automobile. Mr. Braddock was selected by the committee as chairman.

Lowell Miller, Hartford Accident, retiring chairman, in his report recommended that the public relations purpose of the plan be kept constantly in mind and that the problem of coverage for disabled war veterans be given earnest consideration. He pointed out the importance of not embarrassing or seriously impeding the veterans in attempting to meet the requirements of the Oregon financial responsibility law and urged careful study of factors affecting the problem, along the lines of Commissioner Thompson's recommendation.

The commissioner's proposal was discussed at some length and the governing committee plans to make a study of the situation and offer recommendations at a later meeting.

Travelers Makes Changes in Middle West Branches

LOUISVILLE—Several changes in the staff have been made in the adjustment and inspection divisions of Travelers. Jess W. Prather, assistant adjuster here for nine years and with the Louisville office for about 20 years, goes to South Bend. He succeeds William C. Borders, who has been moved to St. Louis to succeed William Zweig. The latter goes to the home office.

T. E. Reickert, who has been with the Houston office as an investigator, has been sent here as an investigator in the Louisville divisional office.

Goode Is Agency Assistant of Provident L. & A.

W. R. Goode has joined the home office staff of Provident Life & Accident as agency assistant. He will devote his time primarily to advertising and sales promotion.

Mr. Goode began his insurance career with Continental Life of St. Louis in 1926. In 1929 he joined the home office of Mutual Trust Life and for the past three years he has been its director of field service. He is the originator of several successful direct mail plans, and has had much experience in practical sales work in this field.

Provident Life & Accident is having one of the greatest years in its history. For the first five months of 1945, premium gain was 13.3% over the same period of 1944.

Illinois Safe Deposit Law

A bill has been passed by the Illinois legislature and becomes law July 1 to license companies except banks that rent safe deposit boxes, safes and vaults. To obtain a license such companies must have a burglar alarm system operating from 4 p.m. to 9 a.m., must have a time lock for the safe vault and steel doors not less than 9½ inches thick. Vault construction must be of resistance equal to the door. Such companies will be inspected at least once a year and pay an annual license fee of \$50.

There have been two large losses from safe deposit vaults in Chicago in the past year or so, one, the Portage Park vault, occupying a former bank property, and the other a real estate office on the south side. In the Portage Park burglary, the thieves worked uninterrupted over a week end to enter the vault.

Boost Amalgamated Capital

An increase in capital of Amalgamated Life & Health of New York from \$300,000 to \$1 million and an increase of paid in surplus from \$150,000 to \$1 million has been voted by the directors. Sidney Hillman is president. The capital is owned entirely by Amalgamated Insurance Fund which was set up in the men's and boy's clothing industries to provide life, health, accident, maternity benefit and hospitalization cover for members of the Amalgamated Clothing Workers under collective agreements with organized manufacturers. Employers pay into the Amalgamated fund 2% of weekly payrolls. The program has recently expanded to take in 100,000 cotton garment and neckwear workers.

13 Club Chicago Luncheon

The nine Chicago and Illinois agents at Aetna Casualty who at one time or another have written 13 personal accident and health contracts, on a Friday, the thirteenth, are to be entertained at a luncheon in Chicago July 5 by Aetna. They will be presented with certificates as members of the Aetna's "13 Club." The luncheon comes on the eve of another significant day for the "13 Club," Friday, July 13.

Idzorek with Dyke & Co.

Max Idzorek, special agent of Iowa Mutual Liability at the home office in Cedar Rapids for the last two years following honorable discharge from the army, has resigned and been appointed in charge of the casualty department, doing both underwriting and production

work, by Dyke & Co., general agency of Little Rock. Before entering the army he was for seven years in sales and underwriting work at the home office of Employers Mutual of Wausau.

Kill Richmond Self Insurance

RICHMOND—City Attorney Edwards this week spiked a proposal that the city become its own insurer on its cars and trucks when he told the council finance committee the city may legally buy liability insurance on its motor vehicles but cannot legally pay damages to any person out of city funds. As a consequence, the committee tabled a paper proposing utilization of \$290,000 established for the purpose but asked the city controller to furnish a list of city owned buildings which he believes the city can profitably insure against fire loss by use of a special sinking fund.

Correction as to Fla. Law

A statement in the May 31 edition that a financial responsibility law of the old-fashioned type had been enacted in Florida was erroneous. A house bill was defeated in Florida the other day. There is still pending a senate bill, but there is little evidence of activity in connection therewith.

Feeley Goes to Kansas City

John G. Feeley, associated with the Keystone Mutual Casualty home office, will be transferred July 1 to Kansas City as claim department manager in the branch office. Keystone recently purchased an independent adjusting firm there and made it into a branch.

Travelers' Women's School

The Travelers is conducting its first training school for casualty, fidelity and surety women under direction of John H. Eglof, supervisor of agency field service. Nineteen key-office girls from 13 Travelers offices will be in Hartford until June 30. Travelers expects to have two classes of this kind each year. Cities represented are Indianapolis, Dayton, Chicago, Albany, Boston, Portland, Maine, Syracuse, Kansas City, Grand Rapids, Richmond and Washington.

Mrs. Clara A. MacCubbin of Baltimore, manager agency department of U. S. F. & G., who was attending the meeting of the officers and members of the executive board of the National Association of Insurance Women at Chicago this week, she being first vice-president, suffered an attack of intestinal influenza. She was placed immediately under the care of a physician and nurse. She was compelled to be absent from all activity after Monday.

The Casualty & Surety Fieldmen's Association of Southern California has adopted new by-laws and changed its name. It formerly was known as the Casualty & Surety Fieldmen's Association of the Pacific Southwest. This is the final meeting preceding the summer vacation.

Philip W. Collins, Chicago class 1 agent, has been nominated by Governor Green of Illinois as a member of the governing board of the proposed Chicago metropolitan transit authority. In accepting this appointment Mr. Collins has resigned as director of the state revenue department, a position he has held the past three years.

June 21, 1945

Al

Nation

Nation

New

New

New

Ocean

Peerle

Phoenix

Prefer

Royal

St. Pa

Seabo

Stand

Stand

Sun

Trave

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Conti

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Analysis of 1944 Record in Fidelity-Surety Lines

(CONTINUED FROM PAGE 22)

| | Premiums Earned | Underwriting Loss | Expense (↑) | Ratios Net Gain (↑) | Claim Adjustment | Analysis of Expenses | | | | |
|----------------------------|-----------------|-------------------|-------------|---------------------|------------------|----------------------------|------------------------|-----------------------|----------------|-----|
| | | | | | | Acq. and Field Supervision | General Administration | Inspection and Bureau | Taxes and Fees | |
| National Casualty | 22,927 | 73.4 | 50.2 | —23.6 | 6.5 | 19.7 | 19.5 | 1.0 | 3.5 | |
| National Surety | 3,712,794 | 14.6 | 59.2 | 26.2 | 7.5 | 33.1 | 14.6 | .5 | 3.5 | |
| New Amsterdam Casualty | 986,765 | 7.3 | 48.2 | 44.5 | 5.4 | 28.0 | 10.4 | 1.1 | 3.3 | |
| New England Casualty | 2,420 | 2.4 | 20.6 | 77.0 | 2.9 | 2.1 | 12.3 | .3 | 3.0 | |
| New York Casualty | 510,417 | 10.0 | 44.1 | 46.9 | 6.8 | 23.1 | 11.4 | .3 | 2.5 | |
| Ocean Accident | 238,363 | 7.6 | 44.0 | 48.4 | 2.7 | 26.3 | 10.9 | .7 | 3.4 | |
| Peerless Casualty | 100,403 | 2.7 | 24.1 | 73.2 | 5.7 | 8.1 | 7.8 | .1 | 2.4 | |
| Phoenix Indemnity | 79 | | | | | | | | | ... |
| Preferred Accident | 85,589 | 12.6 | 55.3 | 32.1 | 8.2 | 39.1 | 7.9 | .1 | 2.2 | |
| Royal Indemnity | 533,695 | 5.9 | 54.7 | 39.4 | 13.8 | 25.2 | 12.4 | .4 | 2.9 | |
| St. Paul Mercury Indemnity | 306,710 | 36.2 | 58.3 | 5.5 | 12.7 | 23.4 | 11.8 | 1.6 | 3.8 | |
| Seaboard Surety | 355,825 | 14.6 | 81.5 | 3.9 | 24.1 | 39.4 | 8.9 | 4.3 | 4.3 | |
| Standard Accident | 777,782 | 1.3 | 69.2 | 23.5 | 8.1 | 37.6 | 19.7 | .7 | 3.1 | |
| Standard Surety | 50,779 | 1.5 | 30.5 | 62.0 | 15.4 | 3 | 9.5 | 1.0 | 4.3 | |
| Sun Indemnity | 40,886 | —5.5 | 30.0 | 75.5 | 4.7 | 15.7 | 6.7 | 1.0 | 1.9 | |
| Travelers Indemnity | 537,537 | 31.5 | 71.6 | —3.1 | 7.6 | 39.8 | 19.1 | 1.2 | 3.9 | |
| U. S. Casualty | 162,482 | 31.8 | 61.0 | 7.2 | 3.2 | 28.5 | 23.4 | .9 | 5.0 | |
| U. S. Fid. & Guar. | 3,919,257 | 9.6 | 48.5 | 41.9 | 3.6 | 28.3 | 12.3 | .5 | 3.8 | |
| U. S. Guarantee | 820,611 | 21.7 | 48.6 | 29.7 | 2.8 | 19.3 | 21.9 | .5 | 4.1 | |
| Western National Indemnity | 104,417 | 27.9 | 47.1 | 25.0 | 5.4 | 23.8 | 13.9 | 1.1 | 2.9 | |
| Yorkshire Indemnity | 71,959 | 17.2 | 36.3 | 46.5 | 5.2 | 26.7 | 2.3 | ... | 2.1 | |

MUTUAL COMPANIES' 1944 FIDELITY EXPERIENCE

| | | | | | | | | | | |
|----------------------------|------------|------|------|-------|------|-------|------|-----|-----|--|
| American Mutual Liability | \$ 184,893 | 27.5 | 26.9 | 45.6 | 5.3 | —14.2 | 32.4 | .4 | 3.0 | |
| Employers Mutual Liability | 3,820 | 64.3 | 63.8 | —28.1 | 27.5 | 27.5 | 4.5 | 2.3 | 2.0 | |
| Farm Bureau Mutual Auto. | 2,733 | —5.5 | 26.1 | 79.4 | 1.1 | —16.0 | 37.0 | 3.8 | 2 | |
| Liberty Mutual | 788,296 | 28.2 | 26.8 | 45.0 | 9.2 | 3.9 | 11.5 | ... | 2.2 | |
| Lumbermen's Mutual, Ill. | 144,158 | 32.3 | 31.8 | 35.9 | 4.6 | 6.4 | 16.9 | .8 | 3.1 | |
| Security Mutual Casualty | 17,430 | 52.5 | 11.3 | 36.2 | 3.3 | 3.4 | 2.9 | 1.5 | 1.5 | |

REINSURANCE COMPANIES' 1944 FIDELITY EXPERIENCE

| | | | | | | | | | | |
|------------------------------|------------|------|------|------|-----|------|-----|-----|-----|--|
| American Reinsurance | \$ 775,428 | 18.9 | 67.8 | 13.3 | ... | 57.5 | 7.6 | .3 | 2.4 | |
| Employers Reinsurance | 752,965 | 24.4 | 73.5 | 2.1 | 1.9 | 64.6 | 4.5 | .4 | 2.1 | |
| European General Reinsurance | 1,188,920 | 24.3 | 46.8 | 28.9 | 1.3 | 43.4 | 2.0 | .1 | ... | |
| Excess of America | 78,772 | 22.9 | 63.9 | 13.2 | 2.2 | 48.1 | 9.0 | ... | 4.6 | |
| General Reinsurance | 864,561 | 16.2 | 56.9 | 26.9 | 1.0 | 50.6 | 3.4 | 1.2 | 1.7 | |

STOCK COMPANIES' 1944 SURETY EXPERIENCE

| | | | | | | | | | | |
|--------------------------------|-----------|-------|-------|-------|------|-------|---------|-----|-----|--|
| Accident & Casualty | \$ 30,891 | 47.6 | 62.4 | —10.0 | 3.4 | 35.3 | 16.6 | 2.8 | 4.3 | |
| Aetna Casualty | 2,161,884 | —2.6 | 53.4 | 50.2 | —2.1 | 33.1 | 17.9 | .4 | 3.1 | |
| American Bonding | ... | ... | ... | ... | ... | ... | ... | ... | ... | |
| American Credit Indemnity | 230 | ... | ... | ... | ... | ... | ... | ... | ... | |
| American Employers | 320,519 | 12.3 | 62.2 | 26.5 | 5.2 | 35.6 | 14.6 | .4 | 2.4 | |
| American Motorists | 15,458 | 44.4 | 30.4 | 25.2 | 3.9 | —5.3 | 25.6 | 1.1 | 5.1 | |
| American Surety | 1,891,634 | 20.3 | 79.6 | —1.1 | 10.6 | 30.9 | 34.1 | .5 | 3.5 | |
| Associated Indemnity | 25,286 | 32.8 | 73.4 | —6.2 | 12.7 | 36.1 | 21.0 | .6 | 3.0 | |
| Bankers Indemnity | 9 | | | | | | | | | |
| Car & General | 15,540 | 47.7 | 37.4 | 14.9 | 1.5 | 21.7 | 9.6 | 2.3 | 2.3 | |
| Central Surety | 269,663 | —2.7 | 47.3 | 55.4 | 2.9 | 26.3 | 13.9 | .7 | 3.5 | |
| Century Indemnity | 488,010 | 35.9 | 56.3 | 7.8 | 9.9 | 33.1 | 9.2 | 1.1 | 3.0 | |
| Columbia Casualty | 155,697 | —24.5 | 47.0 | 77.5 | 2.1 | 26.6 | 12.2 | 2.1 | 4.0 | |
| Commercial Casualty | 116,891 | —27.4 | 71.6 | 56.8 | 8.5 | 36.1 | 21.6 | 2.0 | 3.4 | |
| Continental Casualty | 965,804 | 7.3 | 56.7 | 36.0 | 6.5 | 27.2 | 18.8 | .8 | 3.4 | |
| Eagle Indemnity | 93,079 | —1.2 | 64.9 | 36.3 | 14.2 | 22.3 | 16.1 | .6 | 1.7 | |
| Employers Liability | 258,192 | 6.6 | 58.8 | 34.6 | 1.9 | 37.7 | 15.9 | .4 | 2.9 | |
| Fidelity & Casualty | 1,259,560 | 31.4 | 55.2 | 13.4 | 7.2 | 28.4 | 16.7 | 1.2 | 1.7 | |
| Fidelity & Deposit | 3,477,212 | —10.0 | 56.7 | 53.3 | 5.1 | 36.2 | 10.9 | 1.4 | 3.1 | |
| Fireman's Fund Ind. | 245,101 | 1.3 | 55.7 | 43.0 | 5.7 | 31.6 | 14.1 | .9 | 3.4 | |
| General Casualty | 436,661 | 8.6 | 39.6 | 51.8 | 5.0 | 27.1 | 4.8 | .1 | 2.6 | |
| General Transportation C. & S. | 3,045 | 9.7 | 90.3 | —7.7 | 7.0 | 7.0 | 1.1 | | 1.9 | |
| Glens Falls Indemnity | 849,234 | —31.8 | 52.2 | 79.6 | 7.4 | 29.1 | 11.4 | 1.5 | 2.8 | |
| Globe Indemnity | 427,831 | 11.9 | 60.2 | 27.9 | —3.9 | 36.3 | 24.6 | .4 | 2.8 | |
| Great American Indemnity | 425,115 | —39.5 | 60.7 | 78.8 | 6.9 | 34.6 | 15.1 | .9 | 3.2 | |
| Guarantee Co. of N. A. | 134,464 | 6.2 | 55.2 | 38.6 | .2 | 40.2 | 12.0 | ... | 3.8 | |
| Hartford Accident | 2,233,284 | 1.4 | 51.6 | 47.0 | 5.9 | 27.7 | 14.9 | .5 | 2.6 | |
| Home Indemnity Co. | 133,749 | —11.0 | 51.1 | 59.9 | 9.0 | 30.4 | 8.5 | .4 | 2.8 | |
| International Fidelity | 774,612 | —19.4 | 50.0 | 69.4 | 4.0 | 28.2 | 13.7 | 1.3 | 2.8 | |
| London Guarantee | 8,260 | —1.1 | 84.6 | 15.5 | ... | 10.0 | 7.4 | ... | 2.4 | |
| London & Lancashire Indemnity | 14,702 | —2.2 | 86.0 | 14.2 | 3.3 | 17.9 | 6.2 | .1 | 1.5 | |
| Manufacturers Casualty | 136,863 | —10.2 | 67.1 | 43.1 | 13.9 | 34.0 | 14.2 | 1.6 | 3.4 | |
| Maryland Casualty | 257,140 | —3.8 | 52.7 | 51.1 | 2.4 | 37.9 | 7.7 | 1.7 | 3.0 | |
| Massachusetts Bonding | 2,511,996 | 18.1 | 52.6 | 29.3 | 6.2 | 33.5 | 9.5 | .4 | 3.0 | |
| Merchants Indemnity | 891,677 | 2.9 | 53.0 | 44.1 | 12.7 | 29.1 | 8.6 | .4 | 2.2 | |
| Metropolitan Casualty | 92,853 | —10.0 | 32.5 | 77.5 | 8 | 27.7 | 3.8 | ... | 2.2 | |
| National Casualty | 29,225 | —12.0 | 67.7 | 44.3 | 11.0 | 26.0 | 25.7 | 1.5 | 3.5 | |
| National Surety | 2,752,110 | 6.3 | 57.3 | 36.4 | 3.3 | 36.0 | 12.7 | 1.0 | 3.3 | |
| New Amsterdam Casualty | 579,277 | 23.7 | 79.6 | —3.3 | 19.6 | 39.5 | 15.5 | 1.3 | 3.7 | |
| New England Casualty | 18,009 | 16.3 | 83.7 | 83.7 | 10.5 | 4.5 | .1 | | 1.2 | |
| New York Casualty | 365,461 | 8.4 | 47.5 | 44.1 | 4.9 | 26.9 | 12.2 | .3 | 3.2 | |
| Ocean Accident | 80,332 | —57.2 | 57.3 | 99.9 | 12.4 | 29.6 | 10.4 | 1.4 | 3.5 | |
| Peerless Casualty | 426,505 | 63.5 | 46.7 | —10.2 | 2.2 | 34.5 | 7.7 | .1 | 2.2 | |
| Phoenix Indemnity | 2,013 | —34.4 | 186.2 | —86.2 | 30.3 | 153.6 | ... | | 2.4 | |
| Preferred Accident | 220,991 | 50.4 | 15.2 | 10.8 | 20.2 | 25.5 | 4.6 | .5 | 2.4 | |
| Royal Indemnity | 308,320 | 2.5 | 84.3 | 13.2 | ... | 20.2 | 26.3 | ... | 2.4 | |
| St. Paul Mercury Ind. | 1,091,495 | 12.1 | 48.7 | 39.2 | 5.6 | 26.7 | 12.4 | ... | 3.3 | |
| Seaboard Surety | 1,252,942 | 19.7 | 50.7 | 29.6 | 8.3 | 23.5 | 9.7 | 5.1 | 4.1 | |
| Standard Accident | 1,714,270 | 17.4 | 62.8 | 19.8 | 8.1 | 36.1 | 14.4 | 1.6 | 2.6 | |
| Standard Surety | 87,529 | 69.9 | 69.3 | —39.2 | 12.9 | 45.0 | 7.7 | ... | 2.8 | |
| Sun Indemnity | 42,090 | —20.9 | 41.7 | 79.2 | 7.3 | 22.9 | 7.7 | 1.0 | 2.8 | |
| Travelers Indemnity | 728,240 | 20.6 | 63.1 | 16.3 | 4.8 | 37.8 | 16.1 | 1.1 | 3.3 | |
| United States Casualty | 219,822 | 25.1 | 41.4 | 33.5 | .7 | 22.0 | 16.1 | .6 | 2.0 | |
| U. S. Fid. & Guar. | 4,195,034 | 11.6 | 50.9 | 37.5 | 4.8 | 30.3 | 11.5 | .9 | 3.4 | |
| U. S. Guarantee | 1,037,649 | —11.9 | 34.5 | 77.4 | —9 | 15.1 | 19.0 | .4 | .9 | |
| Western National Indemnity | 74,049 | 26.1 | 51.6 | 22.3 | —1.4 | 37.4 | 11.2 | 1.1 | 3.3 | |
| Yorkshire Indemnity | 221,926 | 55.9 | 40.0 | 4.1 | 6.5 | 29.9 | 1.9</td | | | |

INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Mich. Agents to Aid Veterans Wishing to Enter Business

DETROIT—Plans for working with the Veterans' Administration in the rehabilitation of discharged war veterans were made by the executive committee of the Michigan Association of Insurance Agents here in a session prior to the bank-agent financing plan meeting.

It was pointed out that the business has a responsibility to the returning veterans to provide as many jobs for them as possible, and the Michigan association should take the lead in this activity for the business in the state, working with the local boards for maximum efficiency.

The president was authorized to appoint a special veterans' rehabilitation committee with a member from each of the state's 16 districts. Members will work with the Veterans' Administration and the state veterans' affairs bureau to promote the training and placing of veterans wishing to enter insurance agencies. The training, it was pointed out, can tie in with the extension courses offered by the University of Michigan in cooperation with the state association, already under way. It is possible that federal assistance in the training program may be obtained, and help can also be secured from the state vocational guidance program.

Unless termination of the war changes the travel picture, there will be no annual convention. The president was empowered to appoint a nominating committee to prepare a slate and also to work out a plan for holding the election without a convention if necessary. It is hoped that a plan can be worked out to permit a meeting of state association officials with presidents of local boards, chairmen of the state committees and executive committee.

George Carter, Detroit Insurance Agency, chairman of the conference committee, aided by David Marantette, of the same agency and Phil Braun, Flint, reported on the accomplishments of the recent Chicago meeting.

Record of Farm Mutual Insurers in Ill. in 1944

The Illinois department has published a summary of the annual statements of farm mutual insurers. There are seven companies classified as district mutuals and as of Dec 31, 1944, they had assets of \$602,220. The assessments and fees during the year were \$211,858 and net losses paid \$159,125. The largest of these is Svea Mutual Protective of Orion, its net assessments and fees being \$59,403.

There are 79 classified as county mutual fire companies and they had assets of \$1,136,059, net assessments and fees \$901,812, and net losses paid \$512,984. The largest of these is Belleville St. Clair County Farmers Mutual Fire of Belleville which had net assessments and fees of \$69,257.

There are 123 classified as township mutual companies and they had assets of \$1,060,338, net assessments and fees \$670,106, net losses paid \$417,966. The largest is Farmers Pioneer Mutual Fire & Lightning of Buckley which had net assessments and fees of \$34,372.

There is one company classified as a county mutual windstorm insurer, Bureau County Mutual Windstorm of Wyanet with assets \$6,657, net assess-

ments and fees \$21,751 and net losses paid \$13,547.

Paul House New President of Omaha Agents Group

OMAHA—Paul House, Love-Haskell Co., was elected president of the Omaha Fire Insurance Agents Exchange to succeed Harry S. Byrne at the annual meeting.

Other officers elected are: E. P. Heflin and W. H. Wheeler, vice-presidents; J. J. Greenberg, treasurer, and Thomas A. Bryan, secretary.

Wisconsin Bills Signed

MADISON, WIS.—Governor Goodland has signed several bills, including one providing that towns without fire protection are liable for the services of fire departments appearing and fighting fires in such towns by request. Towns and parts of towns may unite with other towns, villages or cities to establish joint fire protection districts, purchase fire fighting equipment, maintain fire departments, levy taxes to pay the costs, establish limits for wooden buildings, regulate storage of explosives, prohibit bonfires and fireworks, and authorize fire wardens to inspect buildings. He also signed a department bill repealing limiting fire insurance to "property on land" under Chapter 201.04 (1).

Mich. PPF Form Analyzed

DETROIT—The personal property floater now being written in Michigan offers vast sales possibilities for the agent. L. J. McDonnell, state agent of American, told more than 100 members of the Insurance Women's Club of Detroit.

This coverage is now being written in very satisfactory volume in the state, he said, and promises to continue to grow in importance to the agent and the company alike. He went over the form paragraph by paragraph.

Christner with Rotz

Harry C. Christner has joined W. Lawrence Rotz, Decatur, Ill., local agent and general agent of Provident Mutual Life, to handle general insurance lines.

Mr. Rotz, who is a state senator, has long been a leading country-wide producer of Provident Mutual.

Mr. Christner has been in the fire and casualty business since he left the army after the first war.

San Francisco Forum Elects

SAN FRANCISCO—R. B. Masters, Security of New Haven, was elected president of the Fire Underwriters Forum of San Francisco at the annual meeting and banquet. He succeeds P. F. Gardiner, Norwich Union. C. C. Thomson, Northern of New York, became secretary; Phillip Callaghan, Fireman's Fund, treasurer; George Seawell, assistant secretary; Walter Burk, Pacific Board, and James Smith of Swett & Crawford, directors.

Lucas County Board Elects

Robert C. Rothert has been elected president of the Lucas County Insurance Board, Toledo, O. C. C. Dussell is secretary and J. B. Willford, treasurer. Harry Hansen is retiring president.

Mo. Dividend Bill Signed

JEFFERSON CITY, MO.—Governor Donnelly of Missouri has signed the bill which allows the deduction of all dividends in the computation of

Missouri premium taxes. The measure will be effective 90 days after adjournment. The deduction may be made whether the dividend is paid in cash, or applied in reduction of premium payable by the policyholder.

Ohio Bills Advanced

COLUMBUS, O.—The Ohio senate has passed a bill providing that insurance on county vehicles shall be paid out of the road fund.

Governor Lausche has signed the bill providing that subdivisions may contract for fire protection. A bill has been recommended to the Ohio house that provides for the inspection of fire hazards in circuses.

Elect in Saginaw June 22

SAGINAW, MICH.—The Saginaw Association of Insurance Agents will hold its annual meeting June 22. Waldo O. Hildebrand, Lansing, secretary-manager of the Michigan association, will explain the state organization's new financed accounts manual, which is being used as the guidebook for a cooperative action by local agents and bankers in handling automobile business.

Hear Woman Correspondent

ST. LOUIS—Miss Virginia Irwin, a reporter for the St. Louis "Post-Dispatch," told the Insurance Board of St. Louis of her experiences in Europe as war correspondent for her paper. Frank H. Plaisted, general agent of Aetna Life, who was to have spoken on "Making Life Easy," will appear at a future meeting.

Packwood Wichita Speaker

F. Glen Packwood, Kansas City manager of Massachusetts Bonding, representing the Kansas City Association of Casualty & Surety Managers, addressed the Wichita Association of Insurance Agents on fidelity and surety bonds, discussing recent manual changes. A large number of office employees and salesmen were guests.

Streator Wind Loss \$50,000

The windstorm which struck Streator, Ill., over the weekend caused approximately 600 losses, averaging \$50 apiece, with about four losses of \$2,000 or so each. This would bring the total estimated loss to insurers to \$48,000. The wind also hit LaSalle and Peoria, and there are a few losses from those localities.

No Ill. Farm Agents Meeting

The Illinois Farm Insurance Agents Association has called off its annual meeting. Present officers will continue until next year. Forest L. Boden of London Mills, is president; C. A. Swarm, Decatur, vice-president, and Robert Stoutsborough, Maroa, secretary-treasurer.

Cherry to Talk at Mishawaka

R. V. Cherry, manager of the Indianapolis office of Western Adjustment, will discuss "Fire Insurance Adjustments" at the meeting Thursday of the South Bend-Mishawaka Association of Insurance Agents at Mishawaka.

Ohio Fire Prevention Committee

The Ohio Association of Insurance Agents has appointed a fire prevention committee: West Shell, Cincinnati, chairman; George McCleary, Springfield; J. F. Furniss, Lancaster; Gustav May, Cincinnati.

NEWS BRIEFS

Laurin W. Jones, Dodge City, past president and member of the executive committee of the Kansas Association of

Insurance Agents and president of the Dodge City association has been elected president of the Lions Club there.

F. D. Beadle, St. Clair, Mich., local agent, held open house, celebrating his 25th wedding anniversary. Several field men were among the guests.

At the annual meeting, the Decatur (Ill.) Association of Insurance Women elected these officers: President, Florence McConnell; vice-president, Dorothy McFarland; secretary, Faye Jackson; treasurer, Lena Lazzaroni. The 20-hour course of the fire and allied lines was completed and when the association reconvenes in the fall the automobile course is scheduled for study.

The Des Moines Insurance Women's Association held its annual picnic at the summer home of B. C. Hopkins, Des Moines local agent.

SOUTH

N.C. Rating Bureau Parley Must Be Limited to 50

RALEIGH, N. C.—Commissioner Hodges is having a difficult time in setting up the state fire insurance rating bureau authorized by the legislature. For the second time the war convention committee in Washington has denied an application for an organization meeting sought July 11-12 in Raleigh, to which 400 fire companies would be entitled to representation and to which about 200 representatives could be expected.

Mr. Hodges first applied for permission to hold the meeting in May but the request was denied, and Senator Josiah W. Bailey appealed. The committee has just reaffirmed its stand, contending that the bureau could be set up at a meeting attended by less than 50 persons.

Under the bill six months is allowed for organization purposes.

Asks Miss. Agents to Report Unlicensed Trades

Clint M. Seay, manager of the Mississippi Association of Insurance Agents, has sent to members a form on which they are invited to report any transactions with which they may be familiar, involving the insuring of Mississippi risks by unlicensed insurers. In sending this questionnaire Mr. Seay recalled that State Tax Collector Craig a few weeks ago filed action against the factory mutual companies and their Mississippi assured as garnishee defendant for back premium taxes. The factory mutuals have never been licensed in Mississippi.

Mr. Seay said that according to news releases these are the first of a number of suits that will be filed against various insurers that have been operating in the state and have failed to qualify and have not paid taxes.

Mr. Seay's questionnaire contains entries as to name of assured, address, insurer, kind of insurance, amount of insurance in force, premium rate charged, name of resident agent, if any, signing the policy.

Hunter Brown and 13 Aids Get Certificate Awards

The Pensacola (Fla.) Local Board of Fire & Casualty Agents held commencement exercises for the largest graduating class to date under the N.A.I.A. educational program. In honor of the occasion, a dinner meeting was

held at which L. P. McCord, Jacksonville, chairman N.A.I.A. educational committee, presented certificate awards to 18 eligible candidates who have successfully completed the full 100-hour course of study.

Among the Pensacola graduates was Hunter Brown, National association vice-president. Thirteen other members of his agency also received the award, as well as four additional owners or officers of other local agencies.

The total number of National association graduates is now 113.

Reynolds Returns to Page Agency

J. M. Reynolds, who has been with the War Food Administration in Washington, has returned to the Jack Page Agency at Houston, and will devote his

attention to the production of new business.

Perry Heads N. C. Mutual Agents

R. A. Perry of Wilson has been elected president of the North Carolina Association of Mutual Insurance Agents.

The Stokes-Bandy agency, Nashville, has advertised that it will provide each returning service man, without charge, a photographic copy of his discharge and will hold the negative in the agency's file so that additional copies may be secured later.

Joe A. Summers, of Summers-Speed agency, Johnson City, Tenn., has been reelected chairman of the state conservation commission, which controls all state parks and other natural resources.

ing bureau. Another new law gives motorists 30 days in which to file proof of financial responsibility after an accident, instead of 10 days. This act also limits to three years the ban on driving by motorists who are unable to provide proof of financial responsibility. Under a third law domestic companies, heretofore exempt, will pay a 2% premium tax, the same as foreign companies.

Bidwell on Coast

Kenneth J. Bidwell, general agent London Assurance at New York and assistant secretary Manhattan Fire & Marine, is visiting the Pacific Coast branch office here holding a series of conferences with Manager James C. Hitt and Charles G. Landres, branch secretary.

Mr. Landres is celebrating his 30th service anniversary. He started as a boy with the late A. W. Thornton and has served in many capacities. In recent years he has been in charge of automobile and inland marine business on the coast.

To Explain New Fire Policy

PORTLAND, ORE.—To acquaint agents with the conditions of the 1943 New York standard fire policy, which became effective in Oregon June 15, the Portland Association of Insurance Agents has called a luncheon meeting June 27.

Leading the discussion on the new form will be C. F. Wagner, manager, and A. J. Snow, associate manager of the Oregon Insurance Rating Bureau.

Bond Changes Reviewed

J. T. Paradise, Spokane manager of U. S. F. & G., outlined recent changes in bond rates, at a luncheon meeting of the Spokane Insurance Association.

NEWS BRIEFS

Mrs. Elsie B. O'Bryan was honored by the Charles W. Sexton Co., Portland, Ore., and her fellow workers on the completion of 25 years' service. She was presented a wrist watch and a dozen roses. Mrs. O'Bryan sold the agency of her late husband, Harvey O'Bryan, to the Sexton Company in 1920 and joined the organization at that time.

Col. Arthur E. Campbell, Seattle claim attorney who recently reverted to inactive status, will address the June 26 dinner meeting of the Seattle Insurance Women's Association.

Mrs. Vivian Shears, president of the Insurance Women's Association of Portland, Ore., for the past year, turned over the gavel to the new president, Mrs. Helen Asher, at the annual installation banquet. Miss Ethel Cline was toastmaster, and Mrs. Nelson W. Hibbs spoke on "Our Navy."

1867, have been merged as Bruce & Dutton, Inc.

Officers of the new firm are: President, Harold R. Bruce; vice-president, Percy B. Dutton; secretary, Edward A. Decker. Walter J. Dutton is an associate member of the agency.

Doris Platt of Camden has been elected chairman of the Insurance Women of Southern New Jersey, with Bernadette Lyons, secretary and Katherine Fredericks, treasurer.

Miss Ann E. Waugh, acting president of the Federation of New York Insurance Women's Clubs, presided at the mid-year executive board meeting in Albany. The board represents Buffalo, Rochester, Syracuse, Binghamton, Fulton county, Schenectady, Albany and New York City insurance women's clubs. The resignation of Mrs. Alfreda W. Diller as president was accepted. Plans for the annual convention were discussed. The Rochester club has invited the 1945 convention but the executive board voted against holding a state convention this year due to the O.D.T. ban. In lieu thereof, it was proposed an annual meeting be held in Syracuse Oct. 27.

CANADIAN

New Canadian Inland Marine Body Is Formed

TORONTO—The Canadian Inland Marine Underwriters Conference has been formed here with jurisdiction confined to Ontario and Quebec at present. The new group's prime objective is to put the personal property floater on a sounder basis. The Canadian Inland Underwriters Association, formed four years ago, has closed its Toronto office and Wilson E. McLean, secretary and counsel, will be located at 357 Bay street, Toronto, pending further developments.

It is reported that practically all of the companies writing P.P.F. intend to support the new conference. Both tariff and non-tariff companies are represented on the executive committee: Norman G. Bethune, Home, chairman; H. L. Kearns of Shaw & Begg, vice-chairman; H. W. Bell, Royal-Liverpool; A. Campbell, North British; W. W. Foot, Economical Mutual; J. E. Haskins, Norwich Union; R. H. L. Massie, Massie & Renwick; H. D. McNairn, Prudential; J. V. Owens, Guardian; C. H. Reed, General Security; H. F. Roden, Commercial Union; and J. C. Stuart, Dominion of Canada General.

The old association has encountered many difficulties over competitive rates and forms and following a series of meetings it was generally agreed that the time has come for some form of regulation. Recommendations include a basic P. P. F. form as well as a mandatory survey form designed to provide more detailed underwriting information. It has been suggested that additional premiums be developed by restricting coverage and charging additional premiums for removing restrictions. A \$15 deductible clause is recommended. A flat rating plan to replace the fire rate plus a loading plan is being studied.

Auto Rates Raised with Increase in "Gas" Rations

TORONTO—Owners of private passenger cars in Ontario and Quebec, as of June 15, found that they had to pay more for their automobile insurance. While no official statement has been made with regard to the other provinces, similar changes have been effected there also, according to current reports.

The Canadian Underwriters Association and the Independent Automobile Insurance Conference have issued a joint statement reviewing the discounts allowed in 1942 and 1943 to restrictive



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EAST

Robert and Julius Kushnick Girard General Agents

Robert L. and Julius H. Kushnick, father and son, have been appointed general agents at Baltimore by Girard Life. Their office is in the Equitable building.

A native of New York, Robert went to Baltimore in 1903 and entered insurance. Julius was graduated from Johns Hopkins University in 1928 with an A.B. in economics and immediately joined his father. The agency does a general insurance business and almost all the new life business is being secured from old clients.

The son takes the part of "the man with the plan" in a weekly radio program sponsored by an insurance company and contemplates a broadcast of his own.

Rochester Agencies Merged

ROCHESTER, N. Y.—Dutton's Insurance Office, established in 1899, and Firman, Webb & Bruce Co., founded in

wartime gasoline rationing, and announcing that on account of the recent increase in the gasoline ration, with the inevitable increase in motor traffic, now necessitates a revision in these discounts as follows:

Personal injury and property damage: Category AA (lowest gasoline category in Canada), discount reduced from 35% to 20%; category A, 25% to 10%; category B, 20% to nil; wartime transit category, 20% to 10%.

Collision: Category AA, discount reduced from 20% to 10%; and category A from 10% to nil.

This brings the rate about half-way back to the pre-war level, effective June 15 on new business and Aug. 1 on renewals.

War Toll of Am. Merchant Ships Is 1,554 to May 8

WASHINGTON—American flag merchant ships numbering 1,554 of 6,277,077 deadweight tons were lost from war causes and marine casualties largely due to war conditions, between Sept. 1, 1939, and May 8, 1945, Admiral Land, chairman maritime commission and WSA administrator, reports.

Of this total 570 ships of 5,431,456 deadweight tons were lost from direct war causes, and 984 of only 845,621 deadweight tons were lost in marine casualties resulting from convoy operations, reduced aids to navigation, blackouts, etc.

Other casualties included 5,579 merchant marine seamen dead and missing, 487 taken prisoners of war, to May 1, 1945.

Baldwin Advanced to Marine Secretary by Travelers Fire

Lyttleton M. Baldwin has been promoted from assistant secretary to secretary of the marine department of Travelers Fire and Charter Oak Fire, succeeding John C. Braislain, who retired recently. Mr. Baldwin graduated from Yale and started in business with the Atlantic marine department of Fireman's Fund in New York. He was subsequently transferred to Chicago and traveled the middle west. He joined Travelers home office as an assistant underwriter in the marine department in 1930 and in 1942 was made assistant secretary of the marine department.

Recall Briggs Hoffman's Elliott Roosevelt Days

The Westbrook Pegler story of how Elliott Roosevelt borrowed \$200,000 from John Hartford, president of Great Atlantic & Pacific Tea Company, and settled for \$4,000, recalls that Brig. Gen. Roosevelt, a few years ago, got a number of St. Louis insurance people interested in his Texas radio network. He went to St. Louis from Texas about the time that the Insurance Board of St. Louis was using time on KSD station for weekly broadcasts, and when Briggs A. Hoffman of the Lawton-Byrne-Bruner agency was making plans to use the Insurance Board's programs on a nationwide basis.

Brig. Gen. Roosevelt made many attachments in St. Louis and invited some of his new friends to the White

House, including Mr. Hoffman, who spent two days there. Mr. Hoffman is quoted by the newspapers as stating that while he didn't invest any money with Brig. Gen. Roosevelt he used his time and business contacts for some three months after Brig. Gen. Roosevelt had appointed him a vice-president and director of the Texas network. He said he was once promised a block of stock in the network.

Mr. Hoffman got four customers for the network that spent a total of \$300,000, they being International Shoe Co., Anheuser-Busch, Sears, Roebuck & Co., and Morgan T. Jones Co. of Elgin, Ill., which does an accident and health business.

Mr. Hoffman said he was appointed a director of the Texas network about the time he made a visit to the White House.

On one visit, Brig. Gen. Roosevelt had about 100 St. Louis business men at a cocktail party that had been arranged by Mr. Hoffman.

Beat Drum for Bank-Agent Auto Plan in Michigan

DETROIT—The bank-agent plan for financing and insuring automobiles was discussed thoroughly by representatives of companies, agents, banks and publicists before 250 at a meeting of the Michigan Association of Insurance Agents here. C. F. Trager, Lansing, president, opened the meeting and A. I. Dreifus, Woodward agency, chairman of the automobile committee, presided.

In order to make the bank-agent plan really successful it will be necessary to change the entire buying habits of the nation, F. W. Doremus, Newark, vice-president of American, declared in presenting the companies' view of the plan. Auto buyers are in the habit of allowing the dealer to handle all arrangements for them and nothing but a well-integrated educational campaign participated in by companies, agents and banks will break this habit.

In Michigan, a survey by the American Bankers Association shows, 347 banks intend to do direct financing of consumer goods, he said. In 1941 the banks did half of their volume of accounts financing on a direct basis while in 1944, fully two-thirds of this business, representing chiefly financing of used cars, was on a direct basis.

The finance companies and affiliated insurance carriers are planning to capture the postwar market, he added, and they are not afraid to merchandise their plan through intensive advertising. Advertising by banks and agents should be cooperative and continuous and it should be carried out with the aid of the banks. Newspapers and radio should be used as well as the more familiar booklets, envelope stuffers and stickers. There is an additional incentive in the fact that bodily injury and medical coverage can be financed along with the other coverages under this plan.

W. B. Hall, vice-president of the Detroit Bank, presented the bankers' side of the picture. The American Bankers Association, he said, reports that three out of every five banks in the nation plan to go after time financing of cars and other expensive consumer products after the war, he said. Many banks prefer direct financing with the agent getting the insurance business and no "kick back" expected by any involved.

The agents themselves must originate the business, he said, and the banks will cooperate with them to retain it. His bank finds that most people know with whom they want to place their automobile insurance.

Mr. Dreifus exhibited the new "Financed Accounts Manual" prepared by his committee after intensive study of the bank-agent plan as operated throughout the country, and reported that a copy will be mailed shortly to every member.

I. C. Beckman, Detroit advertising

counsel who helped prepare the manual, discussed advertising of such a plan.

Mr. Trager introduced a number of notables present, including R. W. Wolf, Raymond & Raymond, president of the Detroit Board; Ray Brunage, executive secretary of the Michigan Bankers Association; Arno Schorer, Kalamazoo, past president of the Michigan association; Ralph Bullard, secretary consumers' affairs committee Michigan Bankers Association; Theodore M. Gray, executive secretary Ohio Association of Insurance Agents, and Senator F. L. Adams, chairman insurance committee, Ohio senate.

Griswold Heads M. & M.'s Chicago Department

Talcott Griswold has been appointed manager of the Chicago department of Marsh & McLennan. R. M. Cunningham, vice-president, will continue in executive charge of the department and Mr. Griswold will assist him in its administration.

Mr. Griswold is a native of Chicago and a Princeton graduate. He became associated with M. & M. in 1931 soon after graduation from college and headed the personal accounts department of the Chicago office from 1936 to 1942. Since then he has handled general insurance sales and administration for clients in the Chicago area.

Michael J. O'Connell of the Chicago office will retire July 1. He was born in Ireland in 1876 and has been with M. & M. and its predecessor, Marsh, Ullman & Co., since 1900. Only two other men, Charles W. Seabury, chairman, and William Otter, vice-president in charge of the customers contact department at Chicago, have been with M. & M. for a longer period.

Mr. O'Connell entered the business in 1893 with Oakland Home. Subsequently, he was with Fireman's Fund and Traders Fire. His experience goes back to the days when insurance policies were written in longhand.

W. T. Murphy N. Y. Pond Chief

NEW YORK—William T. Murphy, Newark manager of Fire Companies Adjustment Bureau, was elected most loyal gander of the New York City Blue Goose at the annual meeting which followed the pond's outing. He succeeds William F. Ohl, Jr., Home, Newark.

Supervisor is George H. Martin, New Jersey state agent, New York Underwriters; custodian, Gilbert A. Dietrich, National Liberty; guardian, A. Wesley Barthelmes, North British & Mercantile; keeper, Jack B. Quisenberry, Royal Liverpool; wielder, Robert B. Mitchell, THE NATIONAL UNDERWRITER.

F. W. Hoops, Concordia Fire, who would normally have been advanced from guardian to custodian, was unable to serve because of the pressure of business.

Philip M. Winchester, eastern department general manager of F.C.A.B., who is grand supervisor, talked on the preparations for the 1946 meeting which it is anticipated will be held at New York. Whether the war is over or not will determine whether it will be a full-fledged convention with 2,000 to 3,000 on hand or a streamlined business session such as will be held at Minneapolis Aug. 22-24.

Mr. Winchester appointed Robert F. Moore, past M. L. G., New Jersey state agent of Boston, as general chairman for the New York meeting. He will be unable to attend the Minneapolis meeting, but past M. L. G. Richard C. Williams, Hanover, was named deputy general chairman and will attend.

Mr. Murphy will attend the Minneapolis meeting as delegate.

Mr. Williams, who preceded Mr. Ohl's as most loyal gander, praised Mr. Ohl's fine record, particularly in increasing the membership, which is now more than 400, and getting out a large attendance at meetings.

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